

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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OCTOBER 1, 1941



Thuja Plicata

**California Convention at Long Beach
Sell Beauty of Our Products
Charlie Chestnut**

Editorial

CHECK UP EQUIPMENT.

In order that manufacturers of farm machinery and equipment may obtain the necessary metals for manufacture, the federal government has given a defense rating of A-10 for the production of parts for repair and maintenance of existing farm equipment, and the highest civilian rating, B-1, for the production of new machinery.

Yet some of the manufacturers of tractors, cultivators and tillers used by nurserymen assert that a higher rating is necessary to get iron castings and some other materials to meet current needs. Perhaps the users of such equipment will be called upon to exert their influence so that such manufacturers may obtain higher rating.

Meanwhile, nurserymen would do well to check over their present equipment and order additional parts which they may require for next season. If production should be slowed up, it will be advisable to get in your order early.

FARM PRIORITIES.

Agriculture needs priorities for defense materials, which are fully as important on the farming front as for the armed forces, according to the expressed opinion of the United States Department of Agriculture state defense board, which met recently at Ithaca, N. Y.

The members pointed out that inquiries to the counties as to the needs of the farmers showed an increased need for standard farm machinery.

The board indicated that the farmers had taken care not to ask for more than they actually needed, and said they felt they should be assured of an adequate supply. A large part of the demand for 1942, although directed toward labor-saving machinery, is not for the sake of getting out of work nor for making tasks easier, but to be able to meet the demands for increased production of food and materials for the Allied forces.

"The problem is particularly acute

The Mirror of the Trade

and hard to solve," says Ralph DeWolfe, chairman of the state's agricultural defense board, "because something must be done to ease the shortage of farm labor, not only taken in the draft, but for defense manufacture in the cities."

CUTTHROAT COMPETITION.

When we talk about cutthroat competition we usually speak about the competitor who is trying to cut our throats, but extended experience reveals that such a competitor is inevitably the one who "gets it in the neck."

A story of such a case is told below in the copy of a letter received by one of the leading nursery firms in the east, named here John Doe Nursery.

Incidentally, the John Doe Nursery has refused to sell further to the recipient of the letter, which reads as follows:

September 9, 1941.

Dear Mr. _____:

Just as a matter of fair play, and because I sell for a living myself and have no use for any salesman who makes promises and does not keep them, I am writing this letter to you and sending a copy of it to John Doe Nursery.

In the first place, when you solicited my business you told me you worked for John Doe Nursery. I find now from talking to John Doe Nursery that you merely make your purchases there. That you are a "would-be" landscape engineer.

You told me you would guarantee the evergreens for one year. If their life depended on you, they would all be dead now. The last time you were here was about the first of August and you told my father-in-law to tell me not to worry about the plants. I guess you weren't, so you thought why should I.

You quoted me \$133.00 for the job. You put them in on the hottest day of the year. Then you "chiseled" me for an extra \$10.00 for labor, saying John Doe Nursery gave you a— for not charging it, when John Doe Nursery had nothing to do with it. You promised that with the extra ten you would come back and make beds around my shrubs. You have never done that.

All in all, I just want you and John Doe Nursery to know that you, in my opinion, are a very poor specimen of a business man. You are the kind of person that makes it tough on an honest man.

Rest assured you might as well stay out of this neighborhood as far as soliciting business is concerned, because you will only be wasting gasoline and time. I only hope that in the near future someone takes the time and trouble to pin you down on your promises, and that maybe you will wise up that all people are not suckers.

Just for your information, I have contracted for a \$600 job on my front and

rear lawn, and additional shrubs. This is just to let you know how you cut your own throat in the attempt to be a "smart guy."

WHOLESALE ORDERS.

The editorial in the preceding issue headed "Wholesale Catalogues" brought comments enough to show that many wholesale nurserymen have a problem in what to do with orders of such small size that they appear to be from retail buyers, although in some cases on printed letterheads. Apparently some estate owners and even some smaller fry spend a few dollars to have printed letterhead and envelopes with a title resembling that of a nursery firm. The chance is that if no check is made on incoming orders they will get away with this unscrupulous dodge and obtain stock at wholesale, unless the nurseryman is suspicious enough to make investigation.

How to eliminate them is the question. First of all, it might be well to have the clerk opening the mail lay aside any small orders unless they are from established customers on the company's books. Then they may be checked with the state list of inspected nurseries—and it is assumed that each wholesale nurseryman has a copy of the inspection list for his state and for any other states in which he does considerable business. If the order comes from someone not to be found upon the inspection list, it can then be returned with a brief statement that, lacking this evidence of trade connection, the order is acceptable only at retail prices.

It might be added that in some states inspection is made of private estates or home gardens from which an occasional small order is sold to a neighbor. Hence close scrutiny is warranted in all cases.

Furthermore, your state inspector may like to know of persons who claim to be dealers but who have taken out no license.

CONIFERS of unusual stature planted in the garden of the Morton Arboretum, Lisle, Ill., are the subject of comments by E. L. Kammerer in the September Bulletin of Popular Information.

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THEY COME BACK AGAIN

Note how the advertisers of last season are back again with their offers this fall—evident proof that the American Nurseryman made sales for them.

Note also that occasional advertisers become frequent advertisers, many taking space the year around at term rates.

What they have found out about the returns from advertising in these columns is useful to you, too.

Sell your stock through the American Nurseryman—quickly, easily, cheaply.

There's a place for you, large firm or small: 1 page, \$60.00; 1 column, \$20.00; 2-inch ad, \$4.00; classified ads, 20 cents per line (minimum order, \$1.00).

California Convention at Long Beach

With a registration of 150, the California Association of Nurserymen met for its thirty-first annual convention at the Hilton hotel, Long Beach, September 25 to 27. H. J. Scherer, former nurseryman and now commissioner of parks for the city, was chairman of the arrangements committee, assisted by Alois Pastor, George Matson, Harold McFadden and Tom Edwards. Louis B. Lagomarsino, Sacramento, was elected president; Frank Kobata, Los Angeles, was chosen vice-president, and Gordon Wallace, San Jose, reelected secretary-treasurer. Election of officers and choice of Sacramento as the 1942 convention city were made unanimously.

Before the convention, the Southern California Japanese Nurserymen's Association entertained officers and directors of the association and its chapters at the Ichifuji café, Los Angeles. Frank Kobata, of Western Nurseries, acted as toastmaster. Fred Yoshimura, of Mission Nurseries, made the speech of welcome. The president of each chapter responded with a one-minute talk. Entertainment was furnished by ceremonial dances done by dancers in costume.

The first session of the convention was called to order by President Jess Watt in the Marine room of the Hilton hotel, with the presentation of Mr. Olmstead, representing the mayor of the city, ill of a throat infection. Mr. Olmstead welcomed the convention and referred to the problems of the park department in meeting the needs of the expanding city and housing projects developed because of the \$775,000,000 in defense contracts now under production in the city.

Charles Armstrong responded to the welcome, in place of Ray Hartman, San Jose, who was unable to attend to give the scheduled response.

Reports were then heard from the member chapters, beginning with James Luff, president of Central California Nurserymen's Association. He reported a growing and prosperous group, with committees functioning in every phase of their work. The adoption of a plaque of identification was referred to as a progressive step in business building. A reorganization to place with a board of control of seven members the responsibility for

the conduct of all business prior to the monthly meetings has given to the organization more efficiency and more time to enjoy and profit from worthwhile speakers. He presented three recommendations made by his group, first, a uniform code of inspection; second, stabilization of prices; third, issuance of the pink slips for inter-county shipments.

Louis Lagomarsino, president of the Superior California Nurserymen's Association, humorously presented his story of what was being done to promote coöperation and better fellowship in his area as well as the Santa Rosa and Napa areas. Each meeting features a guest speaker on a topic related to the industry. Participation in the dedication of the new hall of



Louis B. Lagomarsino.

Born in 1897, Louis B. Lagomarsino has been in the nursery and seed business all his life. The business of F. Lagomarsino & Sons, Sacramento, Cal., was founded by his father, Felice Lagomarsino. There are five brothers active in the business, Peter, John, Andrew, Fred and Louis, and a nephew, Earl Lagomarsino. The nursery has been a part of the business since it was founded. Its normal trade area is in northern California and Nevada.

The seed business of the firm is mainly the growing of different varieties of vegetable and field seeds, which are shipped to the wholesale trade throughout the United States and Canada. An export business to England and South America is done and before the war was carried on with other foreign countries.

He is married and the proud father of eight children, five boys, three girls. He likes to hunt, ride horses and do some fishing.

Mr. Lagomarsino was elected president of the Superior California Nurserymen's Association at the first meeting, in April, 1940, and was elected to a second term this year.

flowers at the Sacramento fair and the flower show, which drew 250,000 visitors, and the complete success of nurserymen's day at the fair, when the association played host to the State Federation of Women's Garden Clubs and visiting nurserymen, were notable accomplishments.

Howard Stafford, of San Joaquin Valley Association, told of the fast-growing membership in that territory, with one-half of the active nurserymen now enrolled, numbering fifty-four in all. Meetings are held at Fresno, once a month, and occasionally at another city. Three changes in secretaryship during the year were handicaps to efficiency. Willis Stribling, of Merced, was reported serving with the army. Out of membership dues of \$3, this chapter gives \$1 to the state association. Some coöperative buying is done by members of this group, notably in the buying of seals for grapevines. It is planned to extend this project.

Frank Kobata reported for Fred Yoshimura, of the Southern California Japanese Association, reporting that from eight members who organized the group in June, 1927, the present membership of 163 has been built. He also referred to the formation of the Japanese-American Horticultural Society, consisting of second-generation Japanese, and said that group has done much to promote better technique, study and improved business methods.

Kenneth Davis, of the San Fernando Valley Association, made a brief report for the newly organized group and predicted that the association and its affiliation with the California state body would prove to be an extremely worth-while endeavor.

Hugh Evans, president of the Southern California Horticultural Institute, told of the organization of the group five years ago under Roy Wilcox and of his ambitions to make it an institute of recognized importance in the horticultural field, especially in the growth of membership among gardeners, for educational work and the dissemination of knowledge regarding new plants. He referred to the plant forum as an especially successful project.

Frank Tuttle, chairman of the legislative committee, presented a review

of the timely and constructive work of the association for the year and the recommendations made to the incoming officers. He told of the decision, when the association was reorganized, to have the board of directors act as the legislative committee. The first problem they faced was to find some way of being advised promptly of the introduction of legislation affecting their interests. By the coöperation of the director of agriculture, this service was rendered. Legislation upon which work was done included a considerable list of bills.

In conclusion the recommendation was made that the association retain legal counsel on a yearly retainer basis. Mr. Tuttle recommended that C. C. Cattrell, San Jose, be retained. He read a letter from Mr. Cattrell outlining a program of action.

Gordon Wallace in summarizing his report as secretary-treasurer made the recommendation that dues be raised \$1 per year in order to provide additional funds for a constructive legislative program. He spoke of the solidarity of the group and the increased coöperation between nurserymen and agricultural commissioners.

Richard P. White, executive secretary of the American Association of Nurserymen, spoke on the subject, "The Nursery Industry in a World at War." Admitting the seriousness of his subject, Dr. White said this was rightly so, because these are serious times. He gave in his talk a comprehensive picture of the current work of the association, the discouraging problems that nurserymen will have to face, as well as the brighter side, as encompassed by projects soon to be under way, through which nurserymen can not only make contributions to national defense, but gain worthwhile business as well.

Opening the afternoon session, President Jess Watt gave his official address, published on another page.

Mr. Watt then introduced Dr. W. E. Lammerts, of the University of California, who had arranged the nursery short course with the thought of meeting the expressed desire of the association for a way to get scientific findings into the hands of its members. Dr. Lammerts was formerly associated with the Armstrong Nurseries and is responsible for the hybridization of the Charlotte Armstrong All-America rose. He presented Dr. W. H. Chandler, dean

of the college of agriculture, University of California, who gave an illustrated, informal talk on "Pruning of Ornamental Plants." He gave specific illustrations of the technique which he has proved of practical value and stressed that there is no generalization that applies to all. The work must be adjusted to the individual species and even the variety. He answered questions in the discussion which followed.

S. E. Goodall, executive secretary of the Los Angeles county farm bureau, then told how the nurseryman can best avail himself of technical and research services. He spoke briefly of the history of the bureau from the land-grant system in 1862 to 1914 when the Smith-Lever law established a system to bridge the gap between the technical man and the practical operator, by way of the agricultural extension service.

This was followed by a compre-



Frank W. Tuttle.

Frank W. Tuttle was born at Coldwater, Mich., moved to California at the close of World War I, graduated from the University of California in 1923 and, after trying several jobs, landed in the employ of the Ruehl-Wheeler Nursery Co., San Jose, Cal., where he has been for the last twelve years. He and his father own a substantial part of the business.

Always interested in nurserymen's organizations, he served two terms as secretary and treasurer of the Central California Nurserymen's Association and one term as secretary and treasurer of the California Nurserymen's Association and was elected president of the latter organization in the fall of 1939. With the help of many other nurserymen, he reorganized the California association on a chapter basis along the lines of the A. A. N. Present offices he holds are president of the California A. A. N. chapter and director at large, chairman of the nurserymen's advisory committee and chairman of the legislative committee of the California association.

hensive talk by Dr. Lammerts on "The Possibilities of a Hybridizing Program for Nurseries." The techniques involved were defined and the need for accurate records was pointed out, along with illustrations of the processes of emasculation and pollination. Systems of labeling and keeping records were shown, along with an outline of the necessary facts to be so recorded. References of value in studying the work were recommended. The financial problems involved in developing a breeding program were outlined with a résumé of costs involved in a 6-year program of breeding wilt-resistant high-double stocks.

Dr. James Bonner, of the California Institute of Technology, spoke on "Plant Hormones in Relation to Nursery Practice." He prefaced his talk with reference to the widely advocated use of vitamin B₁ by the popular gardening press despite the fact that no information from field experiments was available to indicate whether or not vitamin B₁ treatment of plants actually produced any success, although it was known that it was essential for the growth of roots. He gave a summation of the results of garden and field trials with the vitamin since that time and also told of recent work on vitamin B₁ in soil.

Dr. Bonner concluded that treatment of plants with vitamin B₁ appears to offer no significant advantage under practical conditions, that its use has been exploited and that claims made for its practical effectiveness were not founded on fact. If practical uses for vitamin B₁ treatment are found, he said, they will be others than those which have been heretofore suggested.

Friday morning, the meeting was opened with a greeting from the Japanese-American Horticultural Society by Frank Kohara, who sketched briefly the benefits the members had found in working coöperatively rather than individually on their problems.

D. B. Mackie, chief of the bureau of entomology and plant quarantine of the state of California, gave a report on the state nursery service and atmospheric fumigation with methyl bromide. He pointed out the ways in which the problems of the state of California differ from those of the federal government which deals with few specific pests and gen-

erally operates at a definite shipping period when plants are dormant. In California about fifty times as many insects are involved, and shipping is done at any time of the year.

During the nine months in which the work with methyl bromide has been in progress fundamental advances have been made, especially in designing and construction of equipment to be used and in determining the effects of methyl bromide on a number of species of insects.

Harold Ryan, county agricultural commissioner, Los Angeles, told of experience with the pink tag in Los Angeles county. He said that sixty per cent of the nurseries had qualified. He showed how effectively this was working out and in itself leading to the desired end of elimination of point of destination inspection.

Clyde Stocking and Herbert Swin gave short talks on the merits of new roses.

Harry Hunt, of the state department of agriculture, told of the work being done to combat Pierce's disease of the grape. He told of the endeavor the department was making to get the necessary regulations outlined in advance of the season. With 500,000 acres in grapes and a field staff of fifteen men, it is obviously impossible to make a vine-to-vine inspection, he pointed out.

Friday afternoon, Dr. W. E. Lamert's again was in charge of a short nursery course. An illustrated talk was given by Dr. Ralph Smith, of the University of California, on the pathology of mite and sucking insect injuries. In addition to the injuries fatal to plants, he showed pictures of serious infestations which to all appearances were not affecting the life of the plant.

Dr. Pierre Miller, of the University of California, talked on diseases of ornamental plants. He told of findings relative to the loss of trees during the spring of 1941 due to the extreme rainfall and told how this may be caused in the nursery by excessive irrigation. He told of this problem in Griffith park, where Fern-dale plantings combine California live oaks with ferns and other shade plants requiring heavy watering.

Dr. Kenneth F. Baker, of the University of California, talked on diseases of roses and annual flowering plants and his findings relative to overhead sprinklers and trench wa-

tering. He told of repeated instances in which diseases were practically eliminated when the foliage was kept dry. He explained the azalea flower spot, which has recently become a problem in California, and told of the importance of observing the state control measures.

Claude Richards, of Roy F. Wilcox & Co., discussed the economics of nursery pest control. He reached the conclusion that spraying is the most practical and economical method and that the principal factors of a successful program are being able to recognize the pests, knowing how to control them, choosing the proper time to treat, using combination



Mr. and Mrs. Chris Rich.

treatments where possible, buying supplies economically and doing a thorough job.

GOLDEN ANNIVERSARY.

Mr. and Mrs. Chris Rich, of Rich & Sons Nursery, Hillsboro, Ore., celebrated their fiftieth wedding anniversary, August 24, when many friends called to congratulate the couple. Rev. J. C. Schweitzer, pastor of the Bethany Baptist church, of which Mr. and Mrs. Rich have been members for the past thirty-two years, acted as toastmaster. State Senator W. L. Burke, who attended the marriage fifty years ago, was one of the main speakers.

Mr. Rich came to this country from France in 1884, staying for a year in Indiana, then moving to Kansas and finally going to Salem, where he married Rosalie Roth.

In 1900 Mr. Rich entered the employ of the Oregon Nursery Co., at Salem, which later moved and established Orenco, near Portland. He

was promoted to superintendent in 1908, retaining that position until the firm closed down in 1927. Shortly afterward, he started growing nursery stock on contract for the Orenco Nursery Co. The firm has been doing a general wholesale and retail business for the past five years.

Associated with Mr. Rich in the business are his two youngest sons, Sam and Amos. The firm is a member of the A. A. N., as well as the Portland Nursery Club and Oregon Association of Nurserymen.

GURNEY FILES PETITION.

The House of Gurney, Yankton, S. D., nurserymen, seedsmen and merchants, filed a petition in voluntary bankruptcy, September 16. Assets are large, including much nursery stock now growing. Liabilities are said to total about \$200,000, half of which is secure. General unsecured creditors number about 450.

The first meeting of creditors will be held at the office of P. G. Honegger, referee in bankruptcy, Security Bank building, Sioux Falls, S. D., October 3, at 10 a. m.

OIL INJURY TO TREES.

The fruit tree leaf roller, though known as an apple insect, sometimes damages the foliage of shade trees to the extent that property owners wish them sprayed. Because severe injury has resulted from the use of heavy oil sprays on certain species, particularly hickory, walnut and red and black oak, W. P. Flint and S. C. Chandler, of the Illinois Natural History Survey, made some experimental sprayings on Calhoun county plots last year. They found a marked difference in the effect of the oils on the various species of trees sprayed. Many escaped without injury. Dogwood, wild crab, hazel and white oak were the least affected. Ash, elm, red and black oak, persimmon, wild plum and redbud were seriously injured in a number of the plots. Hickory was badly injured or killed by nearly all the oils applied.

SOLE ownership of the Cyrus W. Wilhite & Son Nursery, Glendora, Cal., has been taken over by Chester L. Wilhite, who will continue to conduct the business under the same name. Cyrus W. Wilhite, who established the business, is retiring.

Lists for Landscape Jobs

Obtaining information on all of a client's wishes and securing complete data for preparing plans and carrying out the job can be more easily done if one has in mind exactly what is needed. Lists of such items, to be ticked off as answered, are quite helpful. Landscape architects and some nurserymen have worked out a scheme of this kind. For those who have not done so, the tickler lists reproduced here, as compiled by George M. Fisher and W. D. Durell, landscape architects and gardeners,

University of Kansas, Lawrence, Kan., will be helpful.

The sheet on client information was compiled for distribution to prospective landscape clients. The list serves to stimulate the client's thoughts along planning lines, possibly resulting in a larger job and increased sale of stock to him. It should be useful to the nursery salesman and landscape man working for a nursery in his sales talk to the client on a prospective plan and planting job.

The field data sheet would be valuable to a field salesman who prepares rough landscape plans with the sale of stock. It can also be passed on to the client who desires to make his own landscape design and buy the stock from his nurseryman.

The lists are not presumed to be complete, but are useful as a step toward formulating ideas and establishing working plans.

CLIENT INFORMATION SHEET.

Wishes of client, likes and dislikes.

Grading and drainage changes?
Walks and drives satisfactory? Changes in location, construction, size, materials?
Should coal window and bin be relocated nearer driveway?
Are other structures or features satisfactory?
Are lawn and type of grass satisfactory?

What are client's wishes regarding the following?

Treatment of front yard.
Outdoor living room.
Children's play area.
Service area and entrances. Drying yard, incinerator, ash barrel, garbage pail.
Terraces: Extent, materials, uses.
Foundation planting.
Amount and location of shade.
Gardens, formal, informal, borders, bulbs, roses, perennials, annuals.
Rock gardens.
Pools, reflections, water plants.
Fountains, wall fountains, disposal of water.
Arbors, pergolas, trellises.
Garden furniture, seats, fireplaces, tables, sundials, birdbaths.
Garden sculpture: Figures, abstractions, ceramic, concrete, bronze.
Hedges, trimmed, natural, flowering, spiny.
Screen plantings.
Espaliered fruit trees.
Vines.
Ground covers.
Evergreens.
Flowering shrubs.
Winter interest: Broad-leaved evergreens, berries, pods, colored twigs, berries for birds. Which species of birds.
Foliage texture and color.
Fruit trees, edible berries.
Character of planting: Rich, medium, exotic, strict.
Feeling of client about style of design, general character of planting, maintenance, extent of planting.
Special trees, shrubs or perennials, or named varieties, preferred by client for inclusion in the planting plan.

FIELD DATA SHEET.

For the preparation of base map and master plan.

Field measurements and notes.

To be plotted on cross-section paper, in the field.

Use stadia or paced survey and 100-foot engineer's tape.

The house, garage and other structures.

Locate foundation. Specify height, material and appearance.

Locate windows and doors. Specify first floor windows, cellar windows, coal window, with heights aboveground.

Locate steps and porches. Specify material, height, appearance.

Note style, material, height, color, roof line, general appearance of structure.

Note location of sill cocks and other watering facilities.

Note important views from interior of house.

Obtain or take photographs of house.

Secure architect's floor plans if available.

The lot.

Locate property lines, street, sidewalk, parking.

Locate walks and drives.

Note slope and drainage of property.

Note surroundings, good views, objectionable views.

Locate permanent features, walls, fences, curbing, pools, etc.

Locate, with name, age and condition, all trees and shrubs on property.

Locate all gardens, perennial borders, flower beds, bulbs, etc.

Note exposures and sheltered conditions. Obtain or take photographs of lot.

Locate north point.

PIPES FROM KALMIA ROOT.

Curtailement of imports by the war has led nurserymen into diverse activities, such as collecting medicinal plants and growing plants for lacquer oils. Somewhat farther afield is the supplying of kalmia roots for pipe blocks, which is now undertaken by LaBars' Rhododendron Nursery, Stroudsburg, Pa. Shipments are made from the firm's North Carolina nursery and adjacent territory, where big native kalmias, 50 years old, have root clumps that measure almost two feet through the solid base.

When importations of French briar were cut off ninety-three per cent, experiments of pipe manufacturers showed that kalmia root was found one of the most suitable substitutes. According to Frank LaBar, the clumps are dug up in the wild and then given certain treatment to condition them. Finally they are cut into small square pipe blocks, and at the present time the firm is shipping such blocks at the rate of 10,000 per week.

H. O. L. C. REPORT.

Landscaping, walks and drives took approximately \$664,000, or 0.4 per cent, of a total of \$166,000,000 spent for repairs on 550,000 homes under direction of the Home Owners' Loan Corporation from 1933 to April 1, 1941, according to a report released September 20 in Washington by the H. O. L. C. on its 8-year reconditioning experiences and an analysis of its "reconditioning dollar."

Of the expenditures for landscaping, walks and drives, forty-five per cent went to labor and fifty-five per cent was for materials. B. J.

THIRTY varieties of hardy asters planted in the Brooks Nurseries, Van Wert, O., draw visitors these days. Arthur S. Brooks, who received his early training in England, has given special attention to hardy asters and developed some varieties of his own.

LaBREA NURSERY, Los Angeles, Cal., celebrated its tenth anniversary recently. Starting as an establishment with a frontage of eighty feet, the nursery now has 45,000 square feet on LaBrea boulevard, with a branch of 90,000 square feet on West Pico boulevard.

Sell Beauty of Our Products

By Jess C. Watt, President, California Association of Nurserymen

Several years ago our association had the pleasure and privilege of meeting in and enjoying the hospitality of the beautiful city of Long Beach. At that time the world was at peace. No dictator stormed across the world sowing seeds of discord, strife, war and ruin in his path. Who knows but that when the cycle is run and we meet here again the world will have returned to sanity and peace? Let us fervently hope that this return to a world in which a man will mean something as an individual, instead of just so much cannon fodder, will not be too long delayed. In the meantime how can we as nurserymen best serve our country, to which we all owe so much? It is my opinion that we can serve best by supplying the beauty which is sorely needed in times of turmoil and the trees and vines to produce the fruit which we are beginning to learn is essential to healthful living.

Let us discuss for a few moments the selling of ornamentals. How many of us try to sell beauty, and how many try to sell a gallon or a 5-gallon can? To hear many a nurseryman talk, you would think that the can was the thing he was selling, instead of the beauty which can develop from that small investment in a plant. Why has the price of ornamental nursery stock stabilized itself at just about the cost of production plus a small margin to cover selling costs? Why cannot nurserymen get a price for their product commensurate with the skill, effort and ability which they have put into it? In my humble opinion both questions can be answered like this—the nurserymen have been selling cans full of soil and have ignored the beauty. If we want to sell cans, let's go into the junk business, or if we want to sell soil, let's go in the dirt, rock and gravel business and do things in a big way, instead of selling 1-gallon or 2-gallon or 5-gallon cans filled with soil at a time. We should be selling the most valuable thing in the world, beauty, and just as soon as we do make a real effort to sell beauty instead of cans or soil you will see the

general level of ornamental nursery stock rise to a point where the nurseryman can make a fair profit on his investment in time, knowledge and equipment.

The grower of commercial fruit trees and vines cannot very well sell beauty, although nothing is much more beautiful than a heavily laden orchard or vineyard, but he can and should sell profit. If we who grow these trees and vines can get far enough away from them to see beyond the dormant sticks we are selling and catch a vision of the possibilities awaiting the grower of improved varieties on improved rootstocks, we can then sell the orchardist or vineyardist the idea rather than the nursery stock.

What I am trying to say in these few rambling remarks is that we nurserymen have something valuable to sell and we are not doing a very good job selling it. Particularly at the present time, our potential customers have more money to spend than most of them have had before and fewer commodities on which to spend their money. If the nurserymen of this state will seize their opportunity now and sell beauty and profit, instead of cans and sticks, they can come into their rightful place as members of a profession entitled to every respect

in their community, instead of being looked on as a hybrid between a junk dealer and a dirt trucker.

In 1938, a few interested nurserymen met at Los Angeles to try to put new life into the association. The chapter idea was decided on at that time and in 1939, when Frank Tuttle took over as president, the reorganization was completed and five chapters covering a good share of the state were formed. Let me here and now pay tribute to Frank Tuttle for what he has done for our association. As chairman of the legislation committee and chairman of the nursery service advisory committee, he has given outstanding service to the nurserymen of this state. As you all know, the past legislative season was one continuous fight on one bill or another, particularly the Foley bill, which, if it had not been killed, would have cost the nurserymen of the state thousands of dollars each year. Frank Tuttle and his faithful and hard-working committee gave of their time and paid their own expenses to Sacramento time after time with no thought other than to serve the best interests of the nursery industry. I personally do not feel that our association should ask any one individual to do this. If, instead of \$1 for each member, we would pay dues of \$5 for each member per year into the state association, we could soon build up a fund which would enable the legislation committee and the nursery service advisory committee to function without hardship to any individual.

It is our privilege to welcome into our state association today a new chapter. The San Fernando Valley Nurserymen's Association has been formed about a year now and has done an outstanding piece of work in bettering relations among the nurserymen of the valley and working out a credit report system which I understand has functioned splendidly. This makes six chapters in our state association, and I hope the time will not be far off when chapters to serve other areas where there are concentrations of nurseries may be formed.

As I look back over the past year's



Jess C. Watt.

work with different groups, committees and individuals, I cannot but remark on the harmony and good-fellowship which almost always prevails. This has not always been the case before. Let us all realize that we can accomplish far more through coöperation than we can through separate individual effort. Not only can we accomplish more, but we have more fun when we work with one another instead of against one another.

NEW ROSE MARK SULLIVAN.

September 18, at Red Rose Inn, on the property of the Conard-Pyle Co., West Grove, Pa., a new hybrid tea rose was named in honor of Mark Sullivan, nationally known news columnist and author of "Our Times" and "The Education of An American."

In naming the rose, the Conard-Pyle Co. honored one of its most distinguished neighbors, who was born and raised just five miles to the southeast of the nurseries.

The new rose, Mark Sullivan, is a golden yellow, artistically veined and tinted with pink. The open flowers are four inches across; they bloom profusely and are delightfully fragrant. Foliage is leathery and glossy. It was originated by Charles Mallerin, famous rose hybridizer, Grenoble, France.

The occasion on which the rose was named was the annual payment of the rent of one red rose by the Conard-Pyle Co. to Penn-Gaskell Hall, Jr., a direct descendant of William Penn, as required in the deed to the property, signed in 1731. The tract on which Red Rose Inn stands is part of the original grant of land in Pennsylvania from King Charles of England to William Penn, founder of Pennsylvania, and was leased conditional upon the annual payment of one red rose, the earliest red rose transaction, it is believed, on record on this continent.

A NEW nursery has been established at Topanga Canyon boulevard and Saticoy street, Canoga Park, Cal., by J. H. Hatton and Mr. Perryman, formerly of North Hollywood. Mr. Hatton has been in the nursery business all his life and is an expert tree surgeon.

Western Field Days

KANSAS FIELD DAY.

The annual field day for Kansas nurserymen was held September 24, at McPherson, with the Prairie Gardens Nurseries acting as host. The weather was rather cold and wet, in spite of which the attendance was larger than anticipated.

Visiting, eating apples and walking through the nursery surrounding the office began the day, while horse-shoe pitching generated great enthusiasm. Bill Wagoner and Fritz Schnitzler were the popular favorites.

Lunch was served cafeteria style in the packing shed, the meal being prepared and served by Mrs. Charles R. Nelson, Mrs. Charles A. Scott, Mr. and Mrs. E. R. White and Miss Vera Kennedy.

After luncheon Frank Sneed, Oklahoma City, Okla., spoke on affairs of the American Association of Nurserymen, of which he is an executive committee member. As to camouflage, the engineering division of the army has made considerable progress in the study of plant materials and in methods of using them most effectively, though the program is barely under way. Planting has been begun on the Atlantic seaboard. After planting coastal areas with a view to concealing military objectives, attention will be turned inland. The A. A. N. camouflage committee has worked with the government in planning this work, furnishing data on suitable and available plant materials, etc.

The part the nursery industry is playing in the nutrition program was touched upon by Mr. Sneed, chiefly

the greater use of fruit in the diet. The importance of ornamental gardening as an aid to the mental health of the nation was also stressed.

Chet Marshall, of Marshalls' Nurseries, Arlington, Neb., made some additional remarks as a member of the camouflage committee. Incidentally he said that growing conditions have been fine in Nebraska, advance sales are twenty-five per cent ahead of last year and there has been no difficulty in getting higher prices.

Dr. William F. Pickett, of the horticultural department of Kansas State College, Manhattan, described the new farm which has been acquired by the department for experimental work in horticulture. He thanked the nurserymen for using their influence with the legislature in getting the necessary appropriation. He also touched on the expanded extension work in forestry.

Prof. George A. Dean, state entomologist, expressed appreciation to the nurserymen for their help in securing more adequate funds for inspection. He was happy to report that a thorough inspection of the state had revealed no evidence of some of the newer destructive insect pests and diseases.

On the motion of Frank Jones, the hosts were given a rising vote of thanks for the entertainment.

The afternoon was taken up with a tour of the nursery fields, the parks and college grounds and the oil refineries. It had been hoped to go through the refineries, but they were closed to visitors. This part of the day ended with a feast of famous Sand Springs watermelon.

Charles Nelson, president, presided over a short business meeting of the association, which closed the activities of the day.

NEBRASKA FIELD DAY.

Nearly 100 persons attended the Nebraska nurserymen's annual field day, at Marshalls' Nurseries, Omaha, September 9. By midmorning the crowd had begun to assemble, and the time until noon was taken up by inspecting the spacious conservatory, the gardens surrounding it and the well kept nurseries adjoining.

At noon the visitors were piloted



Mark Sullivan Receives Rose.

to the European café, where a generous luncheon was served. No formal program had been arranged, but Commissioner Towle, of the Omaha park department, which assisted Marshalls' Nurseries as hosts, described the extensive Omaha park system and farsighted policies of the department. Several of the visitors were called upon for remarks and then the group adjourned to return to the nursery. There they found further refreshments awaiting them.

Besides Nebraska, four states were represented by visiting nurserymen, South Dakota, Iowa, Colorado and Kansas.

SOUTHWESTERN NEWS.

Joseph T. McCarthy has joined the Sarber Nursery Co., Topeka, Kan., as landscape salesman. Mr. McCarthy has had wide experience in the nursery business. His early training was with the Stannard Nursery Co., Ottawa, Kan., and until recently he was with the Pontiac Nursery Co., Romeo, Mich.

Kansas was represented at the Nebraska Nurserymen's Association meeting at Omaha, September 9, by Mr. and Mrs. A. E. Willis, Willis Nursery Co., Ottawa; George Skinner, J. H. Skinner Co., Topeka; Clarence Chandler, Chandler Landscape & Floral Co., Kansas City; Charles Nelson and Charles Scott, Prairie Gardens Nursery, McPherson, Kan.

C. E. Reib, proprietor of Reib's Rose Farm, Tyler, Tex., recently called on the trade in Oklahoma, Kansas and Missouri. Mr. Reib is enjoying better health after some months of sickness. He reports business good in his line, which consists of specially packaged roses for store trade. The supply of roses is somewhat short in the Tyler area this year.

Mrs. Nellie P. Whitehead and Paul Trippet were married August 23 at Fort Worth, Tex. Mrs. Trippet will continue her landscape and nursery business at Fort Worth.

Leo Conard, of J. E. Conard & Son, Stigler, Okla., visited nurseries in Missouri, Kansas and Iowa during the latter part of August. He has made a good recovery from the serious operation which he underwent in June.

John Sarber, of the Sarber Nursery Co., Topeka, Kan., has just completed a new storage house, 20x40 feet with 16-inch stone walls. On the south end is a lean-to greenhouse, 18x20 feet, for propagating.

Kroh Bros. Nursery, two miles north of Cheyenne, Wyo., was robbed of \$115 on the night of September 4. The money was taken from the cash register, which had been pried open, but more than \$1,000 in checks was not touched. Later a former employee who had been with the firm at Loveland, Colo., was caught red-handed with the money.

Joseph Falt, of the sales organization of Chase Nursery Co., Chase, Ala., is now a lieutenant in the naval mine warfare school at Yorktown, Va. Mrs. Falt is with him. Joe has to cram four years' work in mathematics and physics into eleven weeks, at the end of which time he may go to New Orleans or almost anywhere, maybe Dakar!

Charles Sizemore, Louisiana, Mo., traffic consultant for the American Association of Nurserymen, and Harold Crawford, of the Willis Nursery Co., Ottawa, Kan., attended the hearing on the proposed revision of freight rates in the middle west before the standing rate committee, western

structured a lath house, 28x100 feet, to facilitate retail sales.

F. A. Wiggins, representing several Pacific coast nurserymen, is calling on customers in the middle west. He has found business good after the best growing season in years and reports nurserymen optimistic.

Ralph Ricklefs, of the Kansas Landscape & Nursery Co., reports that his nursery escaped damage from the recent flood waters.

R. P. White, secretary of the A. A. N., flew from Washington, D. C., to Kansas City to meet with the local arrangements committee for the 1942 convention and thence to Long Beach, Cal., to attend the convention of the California Nurserymen's Association and the A. A. N. regional meeting, September 24 to 26.

George Holsinger, Kansas City, Kan., president of the Western Association of Nurserymen, announces that the 1942 meeting of that association will be held at Kansas City January 6, 7 and 8, at the Hotel Muehlebach.

TRUCK DELIVERS ROSES.

The van being put on the road this year to deliver roses by the Carl Shamburger Nursery, one of the largest rose-growing firms at Tyler, Tex., is pictured on this page.



Trailer Truck to Deliver Roses Carries as Much as a Freight Car.

trunk lines, held in Chicago September 23.

John Hawkins, proprietor of the Rose Hill Nurseries, Minneapolis, Minn., visited nurseries in Kansas and Missouri during the fore part of September. He reports a favorable growing season and good business in his part of the country.

The Chandler Landscape & Floral Co., Kansas City, Mo., has just completed an addition, 40x80 feet, to its storage house. About half of the space is devoted to an evergreen loading dock. This firm has also con-

The trailer is thirty feet long and eight feet wide, containing approximately 2,300 cubic feet of storage space. It will hold as much as a large PFE 100,000 series refrigerator car. It is air-conditioned, with humidifier and ventilator. There is a complete change of air once a day. It is equipped with a dual cooling system. The temperature is held at 40 degrees. Both walls and floor have three inches of insulation.

The trailer van is pulled by a Superpower White truck, cab over engine, with sleeper unit. The

weight of the entire unit is 20,000 pounds, empty. The length over all is forty feet.

MEET AT CORPUS CHRISTI.

Nurserymen in the coastal bend section of Texas recently met at Corpus Christi and completed organization of the Coastal Bend Nurserymen's Association, with the following officers: President, Joe K. Benson, Sinton; vice-president, J. A. Rehtorik, Corpus Christi; secretary-treasurer, Mrs. Leola Barthlome, Corpus Christi. The last Thursday in each month was set as regular meeting date.

A statement of aims and purposes was agreed upon: (1) To create a greater public interest in home and community beautification; (2) to create a greater spirit of fellowship between nurserymen and the public and among fellow nurserymen; (3) adoption of a code of ethics and fair trade practices for the nurserymen of the coastal bend area.

GRIFFING IN SERVICE.

Ralph C. Griffing, in response to orders received from the War Department, will report to Barksdale field, La., for physical examination prior to going to Fort Benning, Ga., for further training in the seventeen rifle and heavy weapons course. After training period, he is subject to being sent to whatever point his services are needed.

Son of W. C. Griffing, he joined his father in the operation of the Griffing Nurseries, Beaumont, Tex., on graduation from Texas A. & M. College in 1930. He has been active in the A. A. N. and the Texas Association of Nurserymen.

KENTUCKY BIDS.

Among the projects for which sealed bids will be received by the Kentucky department of highways at its office at Frankfort until 10 a. m., October 10, is one for roadside planting in McCracken county, on the Paducah-Benton road from Reidland to junction with U. S. 60 near the Tennessee river bridge. Separate bids will be received for construction and planting. The latter includes thirty-five miscellaneous trees and shrubs,

15,397 square yards of bluegrass sod, 202 pounds of grass seed and 1,705 pounds of 4-12-8 fertilizer.

SOUTHERN FREIGHT RATES.

Southwestern freight bureau proposal No. 23144, which covers class 25 rating, minimum 18,000 pounds, and class 20 rating, minimum 30,000 pounds, on nursery stock from, to and between points in the southwest was given consideration by the western trunk lines freight traffic managers' committee, at their meeting last month, in an effort to secure their concurrence and also provide for like publication within their territory. This, however, failed, although the conference committee objections were

withdrawn, so as to permit publication within the southwest.

The southwestern publishing agent is now in position to proceed with tariff amendment within the southwest, also between the southwest on the one hand and Mississippi river crossings, Memphis, Tenn., and south, on the other.

Effective date of this publication will be announced later.

INSTRUCTIONS as to methods of treatment of plants in pots or in soil balls under the white-fringed beetle quarantine are brought together in one circular, effective September 11, by the federal bureau of entomology and plant quarantine, as B. E. P. Q. 503, third revision.

AMERICAN ASSOCIATION OF NURSERYMEN

RICHARD P. WHITE,
EXECUTIVE SECRETARY



636 SOUTHERN BLDG.,
WASHINGTON, D. C.

PLAN A. A. N. CONVENTION.

The Hotel Muehlebach has been selected as headquarters for the convention of the American Association of Nurserymen to be held at Kansas City next year. The local committee on arrangements is composed of Charles Williams, chairman, George Chandler and Harold Crawford. According to the recent A. A. N. newsletter, the dates have been set for July 21 to 24 inclusive, in order to allow attendance of the northern landscape nurserymen, who do not finish their spring rush until early in July. With the central location and the late dates a banner attendance should be assured. President Stark and the local committee already have evolved some novel program events.

The local arrangements committee held its first meeting September 23 and 24, with President Edwin J. Stark and Secretary R. P. White, at Kansas City.

Others from the Kansas City area who attended were: C. A. Chandler, H. E. Boning, Tom Stryker, George Holsinger, Ross Minnick, H. C. Danbury, Edward Chandler, E. S. Welch, S. R. McLane, E. Asjes and J. J. Pinney.

Preliminary plans for the conven-

tion were outlined and subcommittees appointed. Several speakers of national importance will discuss timely subjects of vital interest to nurserymen.

BABY RAMBLER AWARD.

At this year's meeting of the Baby Ramblers it was decided to establish an annual award for "outstanding contributions to horticulture, to the nursery profession, or to the promotion of the activities, projects or general advancement of the American Association of Nurserymen, Inc." For the support of this award, the Baby Ramblers have established a fund of \$1,000, composed of United States Treasury bonds, which have been turned over to the A. A. N. to be held in trust and the income from which will be used annually to support the award. It is expected that the first award will be made at the Kansas City meeting next year.

The original purpose of the Baby Ramblers was to foster and encourage friendship among the younger members of the A. A. N. Membership was restricted to thirty-five. Since organization, the "babies" have grown up, and a "senior membership" was established at this year's meeting.

WHOLESALE PRICE LIST

Fall, 1941

SEEDLINGS

	100	1000
Abies arizonica, 6 to 8 ins.....	\$5.00	\$40.00
Abies concolor, 6 to 8 ins.....	3.50	30.00
Abies Fraseri, 2 to 3 ins.....	2.00	15.00
Abies homolepis, 4 to 6 ins....	3.00	25.00
Abies holophylla, 4 to 6 ins....	3.00	25.00
Abies Veitchii, 4 to 6 ins.....	3.00	25.00
Berberis Thunbergii atropurpurea, 6 to 8 ins.....	2.00	15.00
Crataegus Oxyacantha, 15 to 18 ins.....	4.00	35.00
Cydonia japonica, 10 to 12 ins.....	3.00	25.00
Cydonia pygmaea, 10 to 12 ins.....	3.00	25.00
Ginkgo biloba, 8 to 10 ins....	4.00	35.00
Ilex crenata, 3 to 6 ins.....	3.50	30.00
Picea excelsa, 4 to 8 ins.....	3.00	25.00
Picea excelsa, transpl., 6 to 8 ins.....	4.50	40.00
Picea pungens glauca, 4 to 8 ins.....	3.00	25.00
Pinus excelsa, 6 to 8 ins.....	3.50	30.00
Pinus flexilis, 4 to 6 ins.....	3.00	25.00
Pinus Mughus, 2 to 4 ins.....	3.50	30.00
Pinus Mughus, transpl., 4 to 6 ins.....	5.00	45.00
Pinus resinosa, 6 to 8 ins.....	2.50	20.00
Pinus Strobus, 6 to 8 ins.....	2.50	20.00
Pseudotsuga Douglasii, 6 to 8 ins.....	3.00	25.00
Syringa vulgaris, 4 to 6 ins.....	2.50	20.00
Thuja occidentalis, 2 to 4 ins.....	2.50	20.00
Tsuga caroliniana, 4 to 6 ins.....	3.50	30.00
Tsuga canadensis, 4 to 6 ins.....	5.00	45.00
Tsuga Sieboldii, 6 to 8 ins....	5.00	45.00
Wisteria chinensis, 2-yr. seedlings.....	3.50	30.00

CUTTINGS

Well established plants from 2 1/4-in. pots	10	100
Ilex crenata bullata.....	\$1.25	\$11.00
Juniperus depressa plumosa.....	1.25	11.00
Juniperus horizontalis, Bar Harbor.....	1.25	11.00
Juniperus hibernica.....	1.25	11.00
Juniperus Pfitzeriana.....	1.50	14.00
Retinispora filifera.....	1.25	11.00
Retinispora filifera aurea.....	1.25	11.00
Retinispora plumosa aurea.....	1.25	11.00
Retinispora plumosa aurea, Gold Dust.....	1.25	11.00

CUTTINGS—Cont.

	10	100
Retinispora plumosa sulphurea.....	\$1.25	\$11.00
Retinispora pisifera aurea.....	1.25	11.00
Retinispora pisifera sulphurea.....	1.25	11.00
Taxus cuspidata.....	1.25	11.00
Taxus cuspidata capitata.....	1.25	11.00
Taxus cuspidata nana.....	1.25	11.00
Taxus cuspidata Thayerae.....	1.25	11.00
Taxus media Brownii.....	1.25	11.00
Taxus media Hicksi.....	1.25	11.00
Taxus repandens.....	1.25	11.00
Thuja occidentalis compacta.....	1.25	11.00
Thuja occidentalis globosa.....	1.25	11.00
Thuja occidentalis Vervæana.....	1.25	11.00
Thuja occidentalis pyramidalis.....	1.25	11.00
Assorted varieties, your selection, in quantities of 500 or more, at \$10.00 per 100.		

GRAFTED STOCK

from 2 1/4-in. pots
ready for delivery about May 1, 1942.
For Southern or far Western orders, stock can be shipped in early March.

	10	100
Acer palmatum atropurpureum novum.....	\$3.00	\$27.50
Acer dissectum atropurpureum.....	3.00	27.50
Cedrus atlantica glauca.....	4.00	35.00
Chamaecyparis obtusa gracilis nana compacta.....	3.00	27.50
Cornus florida alba plena.....	3.00	27.50
Cornus florida pendula.....	3.00	27.50
Cornus florida rubra.....	3.00	27.50
Fagus sylvatica pendula.....	3.00	27.50
Fagus sylvatica Riversii.....	3.00	27.50
Ilex opaca femina.....	3.00	27.50
Ilex opaca Howardii.....	3.00	27.50
Juniperus columnaris glauca.....	3.00	27.50
Juniperus columnaris viridis.....	3.00	27.50
Juniperus chinensis neaborensis.....	3.00	27.50
Juniperus chinensis Sargentii.....	3.00	27.50
Juniperus chinensis Sargentii glauca.....	3.00	27.50
Juniperus scopulorum glauca.....	3.00	27.50
Juniperus squamata.....	3.00	27.50
Juniperus squamata argenteo-variegata.....	3.00	27.50
Juniperus squamata Meyerii.....	3.00	27.50

GRAFTED STOCK—Cont.

	10	100
Juniperus virginiana Burkii.....	\$3.00	\$27.50
Juniperus virginiana Canertii.....	3.00	27.50
Juniperus virginiana elegantissima.....	3.00	27.50
Juniperus virginiana glauca.....	3.00	27.50
Juniperus virginiana globosa.....	3.00	27.50
Juniperus virginiana Keteleeri.....	3.00	27.50
Juniperus virginiana Kosteri.....	3.00	27.50
Juniperus virginiana Schottii.....	3.00	27.50
Juniperus virginiana pendula.....	3.00	27.50
Juniperus virginiana pyramidalis.....	3.00	27.50
Juniperus virginiana pyramidiformis.....	3.00	27.50
Juniperus Sabina Von Ehron.....	3.00	27.50
Magnolia Alexandrina.....	3.50	32.50
Magnolia Halleana stellata.....	3.50	32.50
Magnolia Lennei.....	4.00	37.50
Magnolia Soulangeana.....	3.50	32.50
Magnolia Soulangeana nigra.....	3.50	32.50
Picea pungens Moerheimii.....	3.50	32.50
Pinus Cembra.....	3.00	27.50
Quercus Robur fastigiata.....	4.00	37.50
Thuja occidentalis Douglasii spiralis.....	2.50	22.50
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Thuja occidentalis lutea, Geo. Peabody.....	2.50	22.50
Thuja occidentalis lutea, B. & A. type.....	2.50	22.50
Thuja occidentalis nigra.....	2.50	22.50
Thuja occidentalis Rosenthalii.....	2.50	22.50
Thuja occidentalis Wareana (sibirica).....	2.50	22.50
Thuja orientalis aurea nana.....	2.25	20.00
Thuja orientalis conspicua.....	2.25	20.00
Thuja orientalis elegantissima.....	2.25	20.00
Taxus media Brownii.....	3.00	27.50
Taxus media Hatfieldii.....	3.00	27.50
Tsuga canadensis pendula.....	3.00	27.50

NOTICE

You can save 10 per cent on the price of your grafts, if you will place your order before January 1, 1942. Early orders are a help to us in making up our propagating list, and we are giving you the benefit of this by allowing this special discount.

TERMS

Prices in this list are net cash f.o.b. Mountain View, N. J., but the usual terms will be extended to those of established credit. No goods sent c.o.d. unless 25 per cent of amount is sent with order. Five of one kind will be billed at the 10 rate, 25 at the 100 rate, 250 at the 1000 rate.

From those not acquainted with our stock a trial order will be appreciated.

Packing extra at cost.

HESS' NURSERIES Mountain View, N. J.



Charlie Chestnut



Getting Justice the Hard Way

If any of the members has ever had a notion to run for Justice of the Peace, they should go to work and read over this here experience of Emil's when he was J. P. After that, if they still want to be a J. P. then I can only say that such a member is crazy in the head. Emil himself told me I should put it in the paper for the members so they can save themselves a lot of trouble, which there is plenty of in the nursery business anyway without adding any more. "Be sure and tell the members," Emil told me, "how I come to run for J. P. in the first place, so they can see that I was practically forced into it." So here goes the whole thing in a nut shell right from the beginning.

It was the year we had the convention in Minneapolis. I remember that, because Emil didn't go to the convention on account of he was right in the midst of his campaign. I don't recall just what year it was, but anyway that was the year.

Several times that spring we had been missing trees from a row of Spruces out next to the back road, that runs over past the F and M Nursery. At first Emil accused Jake of digging the stuff out, but when I showed him where there wasn't no ball on the stuff, but just pulled out, Emil could see it wasn't Jake doing it.

A couple of times we missed stuff there, so one night Emil hid out there all night with his shotgun, laying in wait to catch whoever it was. I saw him go out after supper all bundled up in his hunting outfit. He took his old goose gun, the one with the sawed off barrel. I just mention that so the members can see how it come that he blew the tops clean out of 3 trees and also shot his dog in the hind leg besides. Emil must of dozed off, waiting there for somebody to show up. He told me afterward he thought he heard somebody and seen something move so he give it both barrels. The dog was gone for two days, but finally showed up with a bum leg which he has to this day.

Nothing came from Emil waiting out there in the bushes except a

touch of rheumatism from the chill and the dog getting shot in the leg, so Emil decided to do a little detective work on the side. We was gone from the office off and on for several days, snooping around all the nearby towns looking for a couple of fugitive spruces.

We had just about given up on the whole idea until one day when we was on our way over to the windmill factory to get some second hand pipe. Right there near the factory in Henry Brewsters subdivision we seen two suspicious trees. We got out and looked to see if they was covered with needle minors and sure enough they was. "Them is my trees alright," Emil said, "there aint nobody ever had trees so full of needle minors but me. I am going in right now and raise the roof with whoever it is lives there," Emil says.

"Better take it easy, Emil," I says, "maybe he bought the trees some place and furthermore you better put on your glasses in case he takes a poke at you, it might save you from getting beat up."

Emil wouldn't listen but busted right up to the front door and give it a good kick. Pretty soon the man came out. He was a gent I seen a few times down at the pool hall.

He was a brakeman on the railroad and a good husky bozo that was used to chasing bums off of freight trains and wasn't afraid of anybody. Emil was about ready to pop off when I sized up the situation. "Mr." I says, "it looks like your trees there is full of bugs and we was stopping in to see if you didn't want to get them sprayed so the bugs will go away. Them are pretty nice trees to let the bugs take over that way. Didn't get them trees around here did you?" I says.

"Oh them is just a couple of Christmas trees I found growing sort of wild along the road west of town. I just dug them out and brought them two home. It looked like it might be some old abandoned nursery, everthing was all filled up with weeds. I seen the trees when I was over that way hunting rabbits last winter."

"Well now," says Emil, "You put up a good story but you aint going to get away with it. You stole them trees from my nursery and I am going to have the law on you. Do you want to come on down to the police station or shall I get a warrant and send the marshal after you?"

"If them is your trees," the gent says, "take them along if they are full of bugs I don't want the stuff anyway," and he started to go in the house.

"You aint going to get off that easy," Emil says. "It will cost you

Just a few items from our 40-page Fall list, dated September 8, of Ornamental Stock and Liners

	Per 100	Per 1000
<i>Juniperus hibernica fastigiata</i> , T 12 to 15 ins.	\$15.00	\$120.00
<i>Juniperus communis depressa plumosa</i> , T 9 to 12 ins.	14.00	110.00
<i>Juniperus scopulorum</i> , 5 thousand, \$125.00. S 5 to 10 ins.	3.50	30.00
<i>Juniperus glauca Hetzi</i> . (New, a money-maker.)		
<i>Picea pungens</i> , 5 thousand, \$400.00. T 8 to 12 ins.	7.50	60.00
<i>Picea excelsa</i> , T 12 to 15 ins.	10.00	90.00
<i>Pinus strobus</i> , 5 thousand, \$175.00. T 6 to 12 ins.	5.00	40.00
<i>Retinispora decussata</i> (plumosa nana), T 9 to 12 ins.	15.00	125.00
<i>Taxus cuspidata</i> , 5 thousand, \$650.00. T 8 to 12 ins.	16.50	145.00
<i>Taxus cuspidata</i> , upright, 5 thousand, \$500.00. T 5 to 8 ins.	12.50	110.00
<i>Thuja occidentalis compacta</i> , T 6 to 10 ins.	14.00	120.00
<i>Thuja canadensis</i> , T 8 to 12 ins.	15.00	135.00
<i>Ilex crenata rotundifolia</i> , T 6 to 9 ins.	12.50	110.00
<i>Mahonia Aquifolium</i> , T 6 to 9 ins.	6.50	55.00
<i>Castanea mollissima</i> , S 12 to 18 ins.	11.00	90.00
<i>Azalea mollis</i> , 5 thousand, \$475.00. T 9 to 12 ins.	12.50	105.00
<i>Berberis Thunbergii atropurpurea</i> , 5 thousand, \$115.00. 2 yr. S 12 to 18 ins.	3.00	25.00
<i>Berberis Thunbergii</i> , upright strain from seed, 5 thousand, \$45.00. S 6 to 10 ins.	1.50	10.00
<i>Daphne Mezereum</i> , S 4 to 6 ins.	2.50	20.00
<i>Rosa rugosa</i> , 5 thousand, \$50.00. S 4 to 8 ins.	1.50	11.00
<i>Juniperus Sabina</i> , 18 to 24 ins. B&B.	120.00	
<i>Juniperus Pfitzeriana</i> , 18 to 24 ins. B&B.	145.00	
<i>Taxus cuspidata</i> , upright, 2 1/2 to 3 ft. B&B.	250.00	
<i>Kalmia latifolia</i> , 2 to 2 1/2 ft. B&B.	140.00	
<i>Betula alba laciniata</i> (transplanted 1940) 8 to 10 ft.	175.00	
<i>Pistacia occidentalis</i> , 1 1/2 to 2-in. cal.	175.00	
<i>Berberis Thunbergii</i> , 2 to 2 1/2 ft.	12.00	100.00
<i>Berberis Thunbergii atropurpurea</i> , 2 to 2 1/2 ft.	14.50	125.00
<i>Spiraea Vanhouttei</i> , 2 to 4 ft.	12.50	110.00
<i>Euonymus radicans coloratus</i> , 12 to 18 ins.	12.00	100.00

If you are not on our mailing list, write for a copy of our catalogue.

FAIRVIEW EVERGREEN NURSERIES
Fairview, Erie Co., Pa.

plenty when I get you in court." With that Emil and me went out to the car and drove right over to the police station. We had to break up a pinochle game but he got the marshal and told him what was what. "Emil," he says "you go and find the J. P. and tell him to come down and I will go and get this bird and bring him in."

The J. P. was busy right then hanging wall paper and he wasn't in no mood to hold court, but Emil threatened to put in a complaint to the village board so the J. P. laid down his brush and come over to the police station.

After he heard all the argument he says, "\$3.00 and costs," and got up from the bench to go back to his paperhanging. "Wait a minute, now," says Emil, "what kind of a phony fine is that for stealing choice trees? I will take it to a higher court and furthermore I am going to report such goings on and have you kicked out of office." They had it back and forth, hot and heavy until the J. P. finally fined Emil \$5.00 and costs for contempt of court.

"It was worth \$5.00 to tell you what I think of your half baked court and furthermore I am going to run for J. P. myself and get a little justice in this town. "Go ahead, you old muskrat," says the J. P. "Nobody would vote for you even for dog catcher."

I thought things had gone far enough so I got Emil out of there and we drove on over to the wind-mill factory where we was started for in the first place when all the trouble began. Old Henry Brewster was alive in them days and there he was in the office of the wind mill factory when me and Emil went in. "Henry," says Emil, "things has come to a pretty pass in this town when a citizen cant get justice in the court." Emil told the whole story with a lot of embellishments added in.

"Well sir, Emil," said Mr. Brewster, "maybe what you say is true. Why dont you run for J. P. yourself on my ticket? We are making up a new ticket at the civic club tonight and you can be a candidate and run the old J. P. off his feet. We need some new blood on the ticket anyway. You know I been running for mayor now for 22 years

SURPLUS LIST

Prices f.o.b. nursery, subject to being unsold when order is received.

	Per 100		Per 100
180 Lombardy Poplar, 6 to 8 ft.	\$15.00	400 Philadelphia Coronarius, 2 to 3 ft.	\$10.00
250 Lombardy Poplar, 8 to 10 ft.	22.00	600 Weigela Eva Rathke, 2 to 3 ft.	22.00
85 Lombardy Poplar, 10 to 12 ft.	30.00	1000 Cornus Stolonifera, 2 to 4 ft.	15.00
600 Althaea, 2 to 3 ft.	10.00	700 Cornus Stolonifera, 2 to 3 ft.	12.00
400 Althaea, 3 to 4 ft.	15.00	200 Purple Fringe, 3 to 4 ft.	35.00
65 Althaea, 4 to 5 ft.	20.00	500 Hall's Honeysuckle, 2 yr. med.	5.00
750 Lonicera, 2 to 3 ft.	10.00	1000 Red-leaved Barberry, 18 to 24 ins.	15.00
950 Lonicera, 3 to 4 ft.	15.00	2000 Green Barberry, 12 to 18 ins.	4.50
100 Bonita Arbor-vitae, 18 to 24 ins.	85.00	50 Pussy Willow, 8 to 10 ft.	55.00
100 Berckmans Arbor-vitae, 18 to 24 ins.	125.00	50 Sumac, 4 to 5 ft.	35.00
250 Cotton Lavender, 18 to 24 ins.	70.00	200 Green Ash, 3 to 4 ft.	12.00
50 Mahonia Aquifolium, 15 to 18 ins.	85.00	400 Green Ash, 4 to 5 ft.	18.00
50 Mahonia Aquifolium, 18 to 24 ins.	110.00	200 Green Ash, 5 to 6 ft.	22.00
200 Soft Maple, 8 to 10 ft.	50.00	200 Green Ash, 6 to 8 ft.	35.00
300 Soft Maple, 1 1/4 to 1 1/2 ins.	70.00	300 Red Oak, 5 to 6 ft.	75.00
400 Soft Maple, 1 1/2 to 1 3/4 ins.	90.00	300 Red Oak, 6 to 8 ft.	110.00
200 Tulip Tree, 6 to 8 ft.	65.00	400 Red Oak, 1 1/2 to 2 ins.	175.00
225 Tulip Tree, 8 to 10 ft.	80.00	300 American White Elm, 6 to 8 ft.	30.00
300 Tulip Tree, 1 1/4 to 1 1/2 ins.	125.00	300 American White Elm, 8 to 10 ft.	45.00
150 Tulip Tree, 1 1/2 to 2 ins.	130.00	450 American White Elm, 1 1/4 to 1 1/2 ins.	60.00
125 Black Walnut, 5 to 6 ft.	40.00	275 American White Elm, 1 1/2 to 1 3/4 ins.	75.00
200 Black Walnut, 6 to 8 ft.	50.00	250 American White Elm, 1 3/4 to 2 ins.	90.00
1000 Redbud, 2 to 3 ft.	12.50	275 American White Elm, 2 to 2 1/2 ins.	135.00
500 Redbud, 3 to 4 ft.	25.00	300 American White Elm, 2 1/2 to 3 ins.	160.00
300 Redbud, 4 to 5 ft.	35.00	325 American White Elm, 4 to 4 1/2 ins.	225.00
300 Redbud, 5 to 6 ft.	40.00		
800 Spiraea Vanhouttei, 2 to 3 ft.	7.00		
400 Spiraea Vanhouttei, 3 to 4 ft.	11.00		
400 Spiraea Thunbergii, 2 to 3 ft.	15.00		
200 Forsythia, 2 to 3 ft.	10.00		

We have a few hundred 3 and 4-year-old Apples in Jonathan, Delicious, Winesap and Transparent, 1-in. caliper, \$25.00 per 100; 1 1/4-in., \$40.00 per 100; 1 1/2-in., \$75.00 per 100. A few large Peach and Pear in leading varieties at the same prices.

EGYPTIAN NURSERY CO.

Farina, Illinois

71st ANNIVERSARY

"LAKE'S"

SHENANDOAH NURSERIES

SHENANDOAH, IOWA

OUR NEW FALL WHOLESALE TRADE LIST

Is Now Available

Offering a complete line of GENERAL NURSERY STOCK and many NEW VARIETIES OF SPECIAL MERIT

Write for this Splendid, Complete Price List.

WE OFFER HEAVY MATERIAL IN TRUCK OR CAR LOTS

Mahonia Aquifolium.
12 to 15 ins., 15 to 18 ins.
18 to 24 ins., 2 to 3 ft.
American Arbor-vitae, sheared.
2 to 3 ft., 3 to 4 ft.
Woodward Globe Arbor-vitae.
12 to 15 ins., 15 to 18 ins.
18 to 24 ins., 24 ins.
White Pine, sheared, 5 to 6 ft.
We also have a nice assortment of the better class shrubs in landscape sizes.
Price list on request.

SHEPARD NURSERIES
Skaneateles, N. Y.

EUONYMUS

alatus compacta

For Lining Out

8 to 10 inches potted

\$10.00 per 100. \$85.00 per 1000

Fall or spring delivery

THE SIEBENTHALER COMPANY
Dayton, Ohio

but now there is some opposition being talked up. You go out and work for the ticket and I can practically guarantee you are as well as elected right now."

That was how Emil come to be a candidate. In them days, being on the ticket with Henry Brewster was the same as being elected, so when the ballots was counted Emil was the new J. P.

We seen the old J. P. on the street after the election and he give Emil the horse laugh. "You will get your belly full of J. P., Emil, and be darned glad to get a good nights rest without holding court for drunks and disorderlies and all that headache."

"Sour grapes, Chas" Emil says to me without so much as speaking to the old J. P.

It was only a couple of nights later when there was a big clatter at Emils house at 2 o'clock in the morning. After about 10 minutes of knocking Emil stuck his head out of the upstairs window. "Who is it?" yelled Emil. "Its me, Geo Pound," was the answer. Geo Pound was the big fat night watchman with a high squeaky voice. "Come on down Emil. We got to make out some papers," says Geo. "I got Hank Fuzzywitz here, he wants to get out a warrant for his wife."

"Whats the idea of dragging me out at 2 a.m." says Emil, "whats the big rush?"

"Heres the situation," says Geo. "Henrys wife has been living with another man on a farm up north of town. When Henry come home tonight from the lodge all his furniture was moved out. He wants to get it back."

"How long she been living there with the other man?" says Emil.

"How long is it Hank?" Geo says to Henry.

"Its about 2 weeks" says Hank. "I dont care about that part, but by gosh when she takes all my furniture, its going too far."

"Looks to me like another day wont make any difference," says Emil and he shut the window and went back to bed.

Next morning Emil was burned up with such goings on for his first case as J. P. "Old Geo Pound aint got nothing to do nights so he just likes to go around stirring up trouble to keep himself awake until the day

man comes on at 7 a.m. I am going to change that from now on."

Tuesday night he was called downtown. The day policeman had brought in Louie Fishball on account of he didnt buy a vehicle tax. It seems the policeman had it in for Louie for something or other and brought him in. There wasn't more than 25% of anybody bought a vehicle tax anyway so Emil was in a quandary. When he found out who it was he was in a worse fix than before. He met the policeman out in the hall. "I cant fine Louie Fishball," says Emil, "me and him is old buddies, in fact he was the captain in my company when I was in the home guard during the Spanish American war. Cant you just get him to buy the vehicle tax and let it go at that?"

"Louie says he'll be dammed if he will buy a vehicle tax," says the policeman, "so its up to you to lay it on him and make an example for some of the others." Emil wasnt too well posted on the law, in fact he did not know the first thing about it. But he had a brilliant idea. After he heard the charges, he postponed the trial until the next week for further evidence.

That decision stirred up a lot of pool room discussion the next day, so Emil drove over to Lake Park to see Judge Thompson and find out what to do. Between the two of them they figured out for Louie to sell his old truck to Emil, so he wouldnt need any vehicle tax. Emil told Louie he could borrow it back if he ever wanted to haul any of his brick laying tools around any-

place. That trick stymied the policeman, so he had it in for Emil after that.

It wasnt long afterward when the policeman drove up to our office looking for Emil. "You got to get out some papers right away," he says. "Theres two parties got a pig down town and each claims he owns it. I got both parties in the clink, so you got to come down and hold court."

"Im expecting a customer" says Emil, "and besides I aint got on my court suit and I got to shave too."

"Well are you the J. P. or aint you?" said the policeman, "you better get right down there or there will be trouble."

By that time Emil was getting fed up with the J. P. business, but he took time off, changed his clothes and shaved and drove down town.

The policeman met him on the steps of the jail. "Well, I saved you a lot of trouble, Emil, we settled it out of court. We butchered the pig and divided it three ways. Im just taking my part home now. You can go back home."

That was the last straw for Emil. When he got back to the office he

BLUE SPRUCE

KOSTER'S & MOERHEIM

New block of 2000 plants in sizes up to four feet will be opened this Fall. Call early for good selection.

See prices in ad below.

Zephyr Hill Nursery

Springfield, Ohio

Please

hurry for these sensational bargains in choice finished EVERGREENS. Stock has been sheared, root-pruned and sprayed. (Outside quarantine zone.)

	Sizes: 12 to 15	15 to 18	18 to 24	24 to 30	30 to 36	3 to 4
<i>Biota aurea nana</i>	\$0.90	\$1.25	\$1.60	\$1.85	...	...
<i>Blue Spruce</i> (Koster's).....	1.10	1.70	2.10	2.80	\$3.40	\$3.95
<i>Blue Spruce</i> (Colorado Shiners).....	.70	.95	1.60	2.20	...	...
<i>Juniperus virginiana Burkill</i>.....	.55	.75	1.10	1.65	2.25	2.90
<i>Juniperus virginiana Canertii</i>.....	.55	.80	1.10	1.60	2.20	2.80
<i>Juniperus chinensis</i>.....	...	.80	1.15	1.50	...	...
<i>Juniperus chinensis columnaris, blue</i>.....	.55	.75	1.10	1.65	2.25	2.90
<i>Juniperus virginiana pyramidiformis</i> (Dundee).....	.55	.75	1.10	1.65	2.25	2.90
<i>Globe Juniper</i>.....	.65	.95	1.50	1.75	...	...
<i>Hemlock</i>.....	.65	1.20	1.80	2.25	...	...
<i>Mugho Pines</i>	1.10	1.40	1.80	...	...	...
<i>Juniperus chinensis Pfitzeriana</i>.....	.55	.95	1.30	1.85	...	...
<i>Scotch Pines</i>.....	.55	.75	1.10	1.70	2.30	2.75
<i>Juniperus virginiana glauca</i>.....	.55	.75	1.10	1.70	2.30	2.75

ZEPHYR HILL NURSERY

Springfield, Ohio

Phone 8889

($\frac{1}{2}$ mile south of city limits on U.S. route 68.
Pass through temporary road blockade to nursery.)

called up Henry Brewster to see how he could resign, but Henry was over to the croquet court in back of the shoe shop, so it passed over for the time.

Saturday night Emil went down town as there was generally a couple of drunks to come up in court. He waited around until 9 o'clock but there wasn't no business. He was standing on the steps of the jail just lighting up his Saturday night cigar when up comes Geo. Pound with 2 gents in tow. They was banged up a little with black eyes and clothes torn. Who should it be but Jake from the F and M Nursery and another gent. "Well Jake, what brings you here?" says Emil. "Dont tell me you was out cultivating the gooseberries and the old mule kicked you in the face."

"Emil, I got a gent here, caught him red handed stealing trees off the nursery. I want you to lay it on him good, he can pay the fine too, he's a driver on a beer truck and was loading it up with trees when I caught him."

Here was a chance for Emil to get in a little personal business in the deal, so he got Jake aside. "Jake," he says, "you know that matter of \$87.00 you been holding out on me on account of them honeysuckle you claimed was undersized three years ago? If I was to make this prisoner pay you \$87.00 for the trees he stole and \$100.00 fine, we could fix everything up all at once, and I could get the \$87.00, otherwise I'll give him \$3.00 and costs."

"Well go ahead you old buzzard" he says, "you got me behind the 8 ball this time, but I promise you one thing, Ill get even with you sooner or later. Them honeysuckle was the lousiest stuff you ever slipped me and that covers a lot of territory. If I have to pay you that old bill, Emil, I'm going to run you out of that job of collecting dues for the Woodman. Think that over."

That gave Emil a jolt. He thought it over a minute. "Jake" he says, "a bird in the hand is worth taking. I'll take the \$87.00 cash."

EDWARD J. KELLEY, of the Stephen Hoyt's Sons Co., New Canaan, Conn., discussed "Landscaping Around the Home" at a meeting of the Garden Center at Norwalk September 2

COVER PICTURE REPRINTS

Because of the many requests of subscribers, reprints will be supplied of the illustrations of plants which have appeared on the cover of the American Nurseryman and the notes about their culture and uses.

The reprints will be on the same enamel paper, 8½x11 inches, just the picture on one side and the notes on the reverse. The sheets will have 3 holes punched to fit a standard-size looseleaf 1-inch ring binder.

Thus readers may have a collection of all these pictures for their own reference in a handsome binder. Landscape firms may select subjects from the collection to put in light binders for their salesmen to show customers—you can show your clients what the mature specimen will look like. Other uses may suggest themselves—for students in horticulture, for libraries, etc.

These reprints will be issued in 5 groups of 25 each: "Select Trees," ready now; then, following immediately, two groups of shrubs, one of coniferous evergreens, and one of broad-leaved evergreens. Afterwards additional groups will be issued as soon as available.

The price is set at **50 cents per group of 25 plates** in the hope that the demand will enable printer's and paper costs to be met at this low figure.

Production of these handsome plates in this form at this low price is possible only on a quantity basis. **So send your order now—at once—for the first series: "Select Trees" (deciduous ornamentals).**

Or you may save 50 cents by ordering now all 5 groups mentioned above.

Send your order today—mark your choice on this coupon.

BINDERS

Sets of pictures are sold without binder, since you can obtain a standard 8½x11 looseleaf 1-inch ring binder at any stationery shop, selecting a cheap flexible or stiff cover, or a more expensive cloth or leather cover, as you prefer.

For those who may wish to order binders with their sets of pictures, the following kinds can be supplied at the prices named. (Add the price of binder to price of reprints when sending remittance.)

- A. Light-weight black binder..\$0.75
- B. Imitation-leather black binder 1.25
- C. Best imitation-leather binder 2.50
- D. Any of above, title stamped in gold, "Select Trees and Shrubs"Add 50c
- E. Any of above, title stamped in gold, "Select Trees and Shrubs from the American Nurseryman"Add 75c

AMERICAN NURSERYMAN

508 South Dearborn Street, Chicago, Illinois

1. Enclosed is _____ for _____ sets of "Select Trees" at 50 cents per set.
2. Enclosed is _____ for _____ sets of all 5 groups of reprints, at \$2.00. (125 different pictures in all, to be mailed as soon as each group is ready.)
3. Send me each group when ready by mail C. O. D. (The additional postage charge will be 12 cents.)

Name

Address

City..... State.....

Excerpts from a Plantsman's Notebook

By C. W. Wood

Asperula cynanchica.

(August 4, 1941.) Just now while I was outdoors selling a customer a dozen plants of *Asperula cynanchica*, which she took away to plant in her rock garden, knowing that they would keep right on until frost making a brave display of their small blush-pink flowers, it came to me that one seldom sees the plant listed in catalogues. So I came in to examine the catalogues and find that out of a dozen just two mention the plant. If neighborhood growers are in the same class, they are overlooking one of the best selling items that I have ever grown. It has, in addition to a flowering season which commences in May and ceases only with frosts of fall, a genial disposition which allows it to be happy in any sunny situation, be it as dry as a desert or always moist, though the former is where best performance will be given. In fact, I know few plants that are easier to handle. Another point in its favor, from the neighborhood grower's standpoint, is that it is easily transplanted while in bloom. It makes a tangled mat of wiry stems, sparsely clothed in small leaves, the plant reaching a height of from five to eight inches and measuring as much as a foot across. It is easily grown from seeds, especially if planted in early spring, and will then bloom within two months of sowing.

Dyssodia tenuiloba.

(August 5, 1941.) The boys in the botany class certainly had a wonderful time when they really got going in the group of composites which most of us know as *dyssodia*. As a consequence, the plants may be found in florals as *boebera*, *aciphyllacea*, *hymenatherum* and *thymophylla*, in addition to *dyssodia*. They appear little known to gardeners in the east, except for the one known to them as fetid marigold and false dogfennel, *D. papposa*, a weed in waste places in some parts of the east. Fourteen kinds are mentioned in the flora of Texas, none of which seems to have reached trade channels. Few

More comments on the usefulness, propagation and culture of less common herbaceous perennials that are of interest particularly to the neighborhood grower, tested and studied in recent seasons in the writer's nursery in northern Michigan.

are known to me, but of that small number one at least, *D. tenuiloba* (*Thymophylla tenuiloba*), stands out as a really important garden plant, whether it be used as a perennial in warmer sections, an annual in the

north or a pot plant in the window garden anywhere.

Used as an annual here, it grows five or six inches high and as much across, covering itself with small yellow daisies throughout the summer. Perhaps when better understood and better used it may do better. Its possibilities as a pot plant are indicated by the following quotation from "Valuable Plants Native to Texas," by H. B. Parks:

"This plant (*Dyssodia tenuiloba*, commonly tiny tim) is almost heath-



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like and after rains bears an abundance of straight stalks about two inches long, topped by bright yellow daisylike flowers almost one-half of an inch in diameter. In good soils a single plant will produce a compact mass eight to ten inches in diameter and under optimum conditions will bear at one time two to three hundred flowers. The plant grows under the most strenuous conditions. It blooms every month in the year and should be utilized very extensively for rock gardens, border plants or even pot plants for the house. A single plant of this species grew as a house plant for three years in Texas and when sent to New York city it lived throughout the first year, but died the second because of extreme cold."

Onosma Rupestre.

(August 6, 1941.) There are so many golden drops and the garden differences are so slight in several of the yellow-flowered kinds that the confusion which exists in their names is easily understood. For example, I have had at least six different plants, all quite similar, as *Onosma rupestre*, but with enough differentiating characters to tell even the nonbotanist that all could scarcely belong to the same species. A few years ago I had seeds from an English friend, who in turn received them from a collector on the south side of the Black sea, supposedly of the true plant. As Turkish plants are seldom hardy here, the seedlings were kept in a protected frame during their first year and were then given the full sun and well drained situation preferred by most *onosmas*. The result during that summer was the most pleasant story ever told by golden drops in this garden—a summer-long procession of small (half-inch) lemon drops on 8-inch stems, which in turn were clothed in short (for an *onosma*) gray leaves. Unluckily, the plants were overlooked that fall and perished during the winter. The experience tells me, among other things, that this golden drop would make a splendid addition to the easily grown summer-long bloomers in sections where it is hardy, and no doubt it is far harder than my brief experience indicates, because my plants were in an exposed situation. Unlike most *onosmas*, it is said to set seeds freely in gardens of England; so we may soon look for a commercial supply.

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Viola Striata.

(September 8, 1934.) I do not find the reference at the moment, but as I remember it, *Viola striata* is classed by Mrs. Wilder among what she calls violet riffraff. As others speak and write of it in the same vein, a splendid plant is likely to become a permanent fixture on the garden black list. That would be a sad state of affairs, for, although it could and probably would become a nuisance in moist shady spots, its merits (a beautiful deep cream-colored flower and a blooming season that covers most of the growing year from May until October here) deserve the consideration of gardeners with certain difficult landscape problems to solve.

First of all, if one has a shady place that is difficult to keep clothed, this native violet will not only produce a thick green carpet, but while it is doing that, a sprinkling of cream will light up the dark corners throughout the summer. Again, it can be made a rock garden ornament, either in sun or shade. Because of its long, rather lax growths (sometimes two feet long in moist soil and shade), it takes a little care to keep it presentable in the rock garden, but an occasional nipping off of the long runners induces it to form compact clumps which are always presentable.

(August 5, 1941.) I visited a garden recently in which I planted several clumps of *V. striata* more than ten years ago and was happily surprised to find that the plants, under the guidance of their skillful owner, were still among the best ornaments in an eastward-facing wall. They had been kept trimmed to compact clumps all these years and looked as if they might continue to make the garden more colorful and the gardener happy for years to come. Neighborhood growers might find a desirable addition to their lists if they investigate the possibilities of this violet. It is easily grown from fall-sown seeds or from cuttings of fresh growths and is a most accommodating plant in sun or shade, moist soil or dry.

Wintering Foxgloves.

(August 12, 1941.) A reader in Minnesota writes as follows: "I have read in an old issue of the American Nurseryman that you grow fox-

gloves. How do you winter them?"

When I was younger the gambling element in the culture of foxgloves in the north challenged a similar vein in my make-up, and I delighted to outwit Old Man Boreas by bringing a large planting through winter despite his best or worst (depending upon one's viewpoint) efforts. Now I am contented to grow enough for local demand. To do that, I use V-shaped wooden troughs which are inverted over the rows. Put on after the ground freezes, with the ends blocked so that rodents cannot find a haven there, this protection is sufficient for ordinary weather in this country, but a severe winter calls for more protection, which may be given by putting a mulch of marsh hay or other coarse litter over the trough. One good point in this plan is that any desired amount of mulch may be given without thought or worry about smothering the plants, because none of the litter comes into contact with the plants. If the troughs are made large enough to accommodate the plants, not a single leaf need be crushed when they are uncovered in spring.

I should hesitate a long time before attempting large-scale production of foxgloves in a section of low

temperatures and little snowfall. Where the latter is bountiful, as it is here, plants in the open fields between windbreaks about a rod apart ordinarily go through winter unscathed.

Although the following is not a part of the answer to this reader's question, it is added with the hope that a really good digitalis species, known in American trade as *D. Thapsii*, quite reliably perennial and far harder than the ordinary foxglove, will be brought to the attention of neighborhood growers. As it grows here, it little resembles the plant described by Bailey ("plant much like *D. purpurea*, two to four feet high") under that name. The present plant grows not over eighteen or twenty inches tall here; the foliage is much more downy than that of the common foxglove, and instead of the purple flowers mentioned by Bailey this one has flowers which open deep cream, changing to pink with age. Its flowering season, summer to early autumn under good treatment, also adds to its value. Propagation is easy from seeds.

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The following plants have all been transplanted one or more times; they are in need of transplanting again, so we offer them at a lower rate in order to clean out the blocks. This offer applies only to these plants, and all other plants are sold at catalogue list price.

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3 to 4 ft., B.R.	80.00	800.00
4 to 5 ft., B.R.	125.00	1000.00
5 to 6 ft., B.R.	180.00	1600.00
<i>Cornus florida</i> , white dogwood		
2 to 3 ft., B.R.	30.00	250.00
3 to 4 ft., B.R.	40.00	350.00
4 to 5 ft., B.R.	60.00	
5 to 6 ft., B.R.	75.00	
<i>Quercus palustris</i> , pin oak		
3 to 4 ft., B.R.	50.00	
4 to 5 ft., B.R.	80.00	
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<i>Malus</i> , flowering crab		
2 to 3 ft., B.R.	30.00	
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4 to 5 ft., B.R.	50.00	
5 to 6 ft., B.R.	65.00	
6 to 8 ft., B.R.	100.00	
Varieties: Thelma, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.;		
Floribunda, 2 to 3 ft., 3 to 4 ft., 5 to 6 ft.,		
6 to 8 ft.; Parkmanii, 2 to 3 ft., 3 to 4 ft.,		
Arnoldiana, 2 to 3 ft., 3 to 4 ft., 5 to 6 ft.,		
Niedzwetzkyana, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.,		
6 to 8 ft.; Scheideckeri, 2 to 3 ft., special bill,		
3 to 5 ft., 5 to 6 ft.; atrosanguinea, 5 to 6 ft.		
<i>Crataegus cordata</i> , Washington thorn		
3 to 4 ft., B.R.	75.00	
4 to 5 ft., B.R.	100.00	
5 to 6 ft., B.R.	125.00	
<i>Viburnum Burkwoodii</i>		
6 to 10 ins., B.R.	35.00	
10 to 12 ins., B.R.	40.00	
12 to 15 ins., B.R.	60.00	
15 to 18 ins., B.R.	90.00	
18 to 24 ins., B.R.	125.00	
<i>Cercis canadensis</i> , Judas tree		
3 to 4 ft., B.R.	40.00	
4 to 5 ft., B.R.	50.00	
<i>Azaleas</i>		
6 to 8 ins.	40.00	
8 to 10 ins.	50.00	
10 to 12 ins.	75.00	
Varieties: Benigiri, Daybreak, Christmas Cheer,		
Snow, Peach Blow, Coral Bells, Sweet Lavender,		
Debutante, Salmon Beauty, Hindogiri, Gili-		
yama, Ho-Oden, carminata splendens.		
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5-yr., 8 to 12 ins.	12.00	100.00

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Thuja plicata, the giant arbor-vitæ, is said to attain a height of 200 feet in its native habitat. However, the largest specimens seen in the east or midwest attained a height of about thirty or thirty-five feet. The giant arbor-vitæ, a medium to rapid grower, forms a relatively compact pyramidal plant or one with a more spreading, irregular graceful habit.

Thuja plicata is native to the territory of Alaska to northern California and Montana. It was introduced in 1853 and is listed as hardy in zone 5, enduring minimum temperatures of from 10 to 5 degrees below zero. It has been subjected to temperatures of 20 degrees below at Columbus, O., without injury.

The foliage is bright green, glossy or bronzy above and dark green beneath. It retains its pleasing foliage color during the winter months.

Its cultural requirements are not specific, but it does best in well drained soil, and slightly protected situations are preferred. It will stand full sun if not in wind-swept situations or half shade. With these requirements it becomes one of our best arbor-vitæ.

Propagation is by seeds or cuttings. Cuttings of the giant arbor-vitæ do not root so readily as those of most other arbor-vitæ, but they are fairly successful when propagated in the greenhouse during the winter months.

Thuja plicata finds its use in screens and hedges or as a specimen. It stands trimming well. It is an evergreen that should find wider use in the future. L. C. C.

ARBORISTS ELECT.

During the National Shade Tree Conference at Washington, D. C., reported in the preceding issue, the National Arborists' Association, composed of commercial tree men, met on the evening of August 27 and elected the following officers: President, Karl F. Amalia, Manchester, Mass.; first vice-president, W. S. Speed, Columbus, O.; second vice-president, O. F. Warner, Waterbury, Conn.; secretary-treasurer, Paul E. Tilford, Wooster, O.; directors, J. Cooke White, Arlington, Mass.; C. D. Wolf, Detroit, Mich., and W. E. Parker, Moorestown, N. J.

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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By Ernest Hemming

THE PROFIT ILLUSION.

It is a false philosophy that teaches that profit is the objective of the nursery business and not the growing of trees and plants. Possibly, to the careless businessman, it is necessary to call attention to the fact that if he wants to stay in business under the present social system, it is necessary to show a profit on his books, or at least break even, but it is merely a means to an end. Anyway, don't advertise that you are in business solely for profit, but rather that your objective is to grow the best trees and shrubs and that your customer's interests come before your own, and you will find that profits are more likely to be the by-product of such a policy.

In reality, profit is a by-product of the nursery business, and anyone going into business with profits as the main objective would be well advised to select some other business, such as brokerage or merchandising.

This business—or should I say profession?—of ours does not lend itself to the same rules as do the production and distribution of manufactured goods. There are too many unknown quantities and uncontrollable conditions entering into the production of trees and plants.

It may be possible to step up the production of any manufactured article to any desired amount per year, but it is beyond human power to produce a single 6-year-old Norway maple in less than six years. True, it would be possible to produce 100,000,000 in the same time that one could be produced, but what about the market six years hence, and cost sheets?

Bookkeepers and accountants never seem quite to understand why cost finding on a nursery cannot be so exact as in a machine shop. Of course, the reason is that nothing is constant. Some items that are produced in one or two years and consumed in large quantities, such as roses, privet and fruits, have been brought in line and produced and distributed with the same efficiency as the manufactured article.

We may say the same of the large wholesale nursery concern doing a nation-wide business as compared with the local nurseryman who attempts to carry as full a line of stock as possible to serve the locality in which he does business.

After all, it is this local nurseryman who is the mainstay of the business, who demonstrates what can be grown in the locality, whose love and interest in growing plants inspires his neighbor. He is looked to for advice and is a leader in beautifying the neighborhood.

Like every other businessman, he pays his bills; if he doesn't, he fades out.

There are a great many nurseries which, while perhaps not showing much in the way of cash dividends, are growing some mighty fine trees, shrubs and plants, making the country a more beautiful and a better place to live in, and in the process supporting a large number of families, and some of them quite well. This it seems to the writer is the real goal of the nursery business.

E. H.

NEW YORK SUMMER MEETING.

More than 125 nurserymen were present at the Newark Country Club, September 17, to participate in the summer outing of the New York State Nurserymen's Association, which by all accounts was one of the most successful meetings of the organization in some years. Henry Maxwell, of Geneva, president, gave full credit to L. G. Engleson, of Newark, chairman of the committee, and his committee workers, R. L. Holmes, Newark; H. E. Bowden, Geneva; John Kelly, Dansville; Kenneth Codde, Rochester, and H. B. Tukey, Geneva.

John Kelly, of Dansville, reported on the annual meeting of the American Association of Nurserymen.

A resolution was passed thanking Senator Earle Warner for valuable assistance in securing passage of the lien bill, which permits liens to be placed against real estate for nursery plantings.

The final report on the successful fight on unemployment insurance was made. It was Paul Fortmiller who headed the movement and who carried the fight on to a successful conclusion, thus saving New York nurserymen thousands of dollars. The following resolution was passed:

Whereas, Paul Fortmiller was a past president of the New York State Nurserymen's Association, an untiring worker on various important committees, whose leader-

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4 to 5 ft. \$ 25.00 per 100
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5 to 6 ft. 275.00 per 1000

Aldenhamensis, red 4 to 5 ft.
Arnoldiana, white 4 to 5 ft.
Atropurpurea, red 4 to 5 ft.
Atrosanguinea, carmine 4 to 5 ft.
Baccata, white 4 to 5 ft. and 5 to 6 ft.
Baccata Frueki, white 4 to 5 ft.
Coronaria, pink 4 to 5 ft. and 5 to 6 ft.
Doigo, white 4 to 5 ft. and 5 to 6 ft.
Eleyi, red 4 to 5 ft. and 5 to 6 ft.
Floribunda, pink 4 to 5 ft. and 5 to 6 ft.
Floribunda Peach-blow, pink 4 to 5 ft. and 5 to 6 ft.
Hopa, red 4 to 5 ft. and 5 to 6 ft.
Ioensis 4 to 5 ft. and 5 to 6 ft.
Ioensis Fiore's Improved, pink 4 to 5 ft. and 5 to 6 ft.
Matthew, pink 4 to 5 ft.
Niedzwetzkyana, red 4 to 5 ft.
Prunifolia Rinkii, pink 4 to 5 ft. and 5 to 6 ft.
Robusta 5 to 6 ft.
Scheldekeri 4 to 5 ft.
Snowbank, white 4 to 5 ft. and 5 to 6 ft.
Zumi calocarpa, white 4 to 5 ft. and 5 to 6 ft.

Send for General Price List.

CHARLES FIORE NURSERIES
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Fairy, sky-blue
Fauntleroy, bicolor
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TAXUS

Cuspidata Capitata

Specimen, 8 to 11 feet

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15 to 18 ins. B&R.....	\$ 7.50
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2 to 3 ft. B&R.....	7.50
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WEeping JAPANESE CHERRY, pink.	
4 to 5 ft.....	10.00

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ship and judgment were frequently sought and most highly regarded, who gave freely and generously of his time and energy in any matter concerning the New York State Nurserymen's Association and the nursery industry;

Be it resolved, that the New York State Nurserymen's Association, at its summer gathering at Newark, N. Y., September 17, 1941, feels deeply the loss of his leadership, fine personal qualities and his active participation in society and nursery affairs, and

Be it further resolved, that this sentiment be spread upon the minutes of this association and that a copy be sent to his immediate family.

The principal speaker was Dr. H. F. DeGraff, of Cornell University, who spoke on "The Business Trend in Relation to the Nursery Industry."

A tour of the Jackson & Perkins Co. nursery concluded the meeting.

H. B. T.

NEW FRUITS SHOWN.

A new French hardy black grape known as Seibel No. 1000, together with several early black grapes originated by the late F. E. Gladwin, of Fredonia, at the vineyard laboratory of the New York state experiment station, highlighted an extensive display of new varieties of hardy fruit at the recent meeting of the New York State Fruit Testing Association, at Geneva.

The new French grape in addition to its extreme hardiness also shows much promise as a wine grape. Besides the unnamed seedlings developed by Mr. Gladwin, several named varieties of black grapes were also displayed, including Kendaia, Buffalo and Yates. The search for good, early black grapes is stimulated by the need for varieties to supplement Concord.

Many new varieties of plums, apples and pears originated at the experiment station were shown, including the Kendall apple, which is attracting much attention wherever it is being grown. New peach varieties included such outstanding new sorts as Redhaven, Early Halehaven and Kalhaven, introduced by the Michigan station, and a number of new peaches brought out by the New Jersey station, including Raritan Rose, a beautiful, high-quality, white-fleshed peach.

ORVILLE F. PAHL, nurseryman and landscape architect, has changed his address from Michigan City, Ind., to Box 491, Hobart, Ind.

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2-yr. Sdigs., 4 to 9 ins.....	\$1.30	\$ 6.50
3-yr. Sdigs., 6 to 18 ins.....	1.50	7.50
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2-yr. Sdigs., 4 to 8 ins.....	2.00	10.00
SCOTCH PINE		
2-yr. Sdigs., 3 to 8 ins.....	1.70	8.50
RIGA SCOTCH PINE		
2-yr. Sdigs., 3 to 8 ins.....	2.00	10.00
3-yr. Sdigs., 8 to 18 ins.....	2.40	12.00
3-yr. Trans., 4 to 10 ins.....	3.00	15.00
SPECIAL SCOTCH PINE		
3-yr. Sdigs., 8 to 18 ins.....	4.00	20.00
3-yr. Trans., 4 to 10 ins.....	5.00	25.00
AUSTRIAN PINE		
5-yr. Trans., 8 to 15 ins.....	10.00	50.00
WHITE PINE		
2-yr. Sdigs., 1 to 4 ins.....	1.20	6.00
3-yr. Sdigs., 4 to 7 ins.....	2.00	10.00
3-yr. Trans., 2 to 5 ins.....	3.00	15.00
MUGHO PINE		
4-yr. Sdigs., 6 to 9 ins.....	4.00	20.00
4-yr. Trans., 4 to 8 ins.....	6.00	30.00
AMERICAN RED PINE		
2-yr. Sdigs., 2 to 3 ins.....	1.70	8.50
3-yr. Sdigs., 4 to 8 ins.....	2.20	11.00
4-yr. Trans., 6 to 12 ins.....	10.00	50.00
6-yr. Trans., 10 to 20 ins.....	14.00	70.00
BANKS PINE		
2-yr. Sdigs., 4 to 12 ins.....	1.40	7.00
3-yr. Sdigs., 10 to 21 ins.....	1.80	9.00
3-yr. Trans., 5 to 10 ins.....	3.00	15.00
NORWAY SPRUCE		
2-yr. Sdigs., 2 to 6 ins.....	1.70	8.50
3-yr. Sdigs., 3 to 6 ins.....	2.20	11.00
4-yr. Trans., 4 to 14 ins.....	3.20	16.00
5-yr. Trans., 6 to 18 ins.....	10.00	50.00
WHITE SPRUCE		
2-yr. Sdigs., 2 to 6 ins.....	1.70	8.50
3-yr. Sdigs., 3 to 16 ins.....	2.00	10.00
4-yr. Trans., 5 to 12 ins.....	3.00	15.00
6-yr. Trans., 6 to 18 ins.....	20.00	100.00
COLORADO BLUE SPRUCE		
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BLACK HILLS SPRUCE		
2-yr. Sdigs., 1 to 2 ins.....	2.50	12.50
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4-yr. Trans., 6 to 12 ins.....	16.00	80.00
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2-yr. Sdigs., 2 to 6 ins.....	1.60	8.00
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2-yr. Sdigs., 1 to 2 ins.....	2.40	12.00
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3-yr. Trans., 3 to 5 ins.....	10.00	50.00
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2-yr. Sdigs., 3 to 8 ins.....	1.50	7.50
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2-yr. Sdigs., 2 to 3 ins.....	1.50	7.50
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4-yr. Trans., 5 to 10 ins.....	4.00	20.00
JAPANESE BARBERRY		
2-yr. Sdigs., 5 to 12 ins.....	2.40	12.00
WHITE ASH		
3-yr. Sdigs., 1 to 2 ft.....	2.00	10.00
SHELLBARK HICKORY		
2-yr. Sdigs., 4 to 6 ins.....	8.00
WHITE OAK		
2-yr. Sdigs., 3 to 8 ins.....	8.00

Write for descriptive circular.

Musser Forests, Inc.
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Northern Growers of Thoroughbred
Evergreen Nursery Stock.

Diseases of Trees

Gleanings from the Latest Reports of Scientific Research

By Leo R. Tebon

CHERRY YELLOWS LESS SEVERE IN NEW YORK.

The cherry disease commonly known as "boarder tree," or physiological yellow leaf, is less severe in New York than in more severe climates, according to an April report by Dr. E. M. Hildebrand and W. D. Mills, of Cornell University. Affected trees seem to suffer less in New York than those in Wisconsin from the more severe type of injury, which greatly reduces the spur system and fruit yields. Consequently, the light-bearing "boarder tree," with its reduced spur system, light green foliage and stubby, erect twig growth, is not so much in evidence in New York as elsewhere.

Yellow leaf of the sour cherry, *Prunus cerasus*, has been recognized as a disease since about 1919 and was first given attention in New York state. According to records at Cornell University, it has occurred in that state every year since 1928. In that year it caused a heavy leaf drop in individual trees. It also caused heavy defoliation in 1931, 1935, 1937 and 1938, with less apparent injury in the intervening years. In different years it shows on trees as the yellow leaf condition at dates varying from June 16 to July 6, but by July 15 the leaf fall due to it usually is ended. Affected trees endure a repetition of yellowing and falling leaves annually over a period of as many as ten years.

When yellow leaf was first recognized, it was thought to be due to unfavorable soil or weather conditions, since it occurred independently of leaf spot infection and was not helped by spraying. This view was supported by the observation that it was associated particularly with trees of low vigor growing in poorly drained locations and often with trees suffering from winter injury. Now, however, it is recognized, after work performed in Wisconsin and noted in an earlier issue of the American Nurseryman, that yellow leaf is

actually a virus disease transmissible from tree to tree artificially by budding, but naturally by other, at present unknown, means.

Observations tend to indicate that at present yellow leaf, the cherry yellows of Wisconsin, is transported into new locations in nursery stock and that, since nurserymen are not aware of the presence of the disease in the stock, such transportation may account for its present widespread distribution.

L. R. T.

CEDAR BLIGHT IN 1940.

Some months ago current information on the distribution and importance of red cedar blight, or *Phomopsis canker*, was summarized in this column, on the basis of a report by Dr. Glenn G. Hahn, of the federal division of forest pathology. Because this blight has, in recent years, become an important and sometimes limiting factor in cedar-growing nurseries east of the Mississippi river, where the common red cedar, *Juniperus virginiana*, is in demand for farm windbreaks, Dr.

Hahn collected and has just reported a considerable amount of data about the importance of the disease in 1940.

In Iowa, at Ames and Elsberr, in July cedar blight was not so active as it had been during three previous years. Between then and September, however, the picture changed greatly. In a 2-acre planting all of the 2,000 seedlings became infected. During this July-September period the entire stock at one place was rogued three times, in some parts four times, with a total loss of about thirty per cent. Although cedar blight had been held in check early by the dry cold spring, it spread rampant in the unusually wet, cool weather of late July and August.

In eastern Nebraska the blight attack of 1940 was the worst of recent years and probably the worst since 1916 and 1917, when there was practically a total loss of large seed-bed plantings. In a nursery near Fremont both common red cedar and Rocky Mountain juniper, *Juniperus scopulorum*, were equally diseased. This suggests that in nursery beds the Rocky Mountain juniper may

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4 to 5 ft., transplanted, \$15.00 per 100

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3 to 7 ins.	\$5.00	\$20.00

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	Per 100	Per 1000	Per 10,000
Daphne Cneorum, lining-out stock, field-grown, 6 to 10 ins. T	47.50	\$70.00	\$650.00
Pachysandra for landscape use, field-grown transplants only	4.50	40.00	350.00
1-Yr. T	5.50	45.00	400.00
2-Yr. T	5.50	45.00	400.00

Japanese Spurge is uncultured for an evergreen ground cover in shady places.
Cash with order earns 5 per cent discount.

BURTON'S HILL TOP NURSERIES Castown, Ohio

not be, as formerly was supposed, more resistant to attack than red cedar.

In Minnesota, at a government tree planting agency where blight had been appreciably destructive in 1939, infection was light and scattered in 1940. Also in Wisconsin, near Milwaukee, where heavy loss had occurred in 1939, less difficulty was experienced in 1940. In the latter state the disease was found at Wisconsin Rapids in October and at Racine in November on stock propagated from seed collected in the Baraboo hills. These new Wisconsin findings are of interest, since the disease has been reported in Wisconsin nurseries only recently, although it has been prevalent and destructive in neighboring Minnesota, Iowa and Illinois plantings since the beginning of the present century.

The first authentic record of cedar blight as a nursery problem in Oklahoma was obtained in 1940. A nursery in the eastern part of that state lost practically its entire crop of 1-0 seedlings. These were being propagated in beds about 700 feet distant from where transplant red cedar originating in Kansas and Nebraska had been grown in 1939. Also, in the autumn of 1940, the disease was found on transplanted red cedar at Chickasha, the stock having been introduced.

In the Dakotas cedar blight is still not reported on either red cedar or Rocky Mountain juniper. Only a single instance of its occurrence is known for Texas; it dates back to 1929 and involves seedlings of Chinese juniper introduced from Illinois. In Virginia and North Carolina it seemed not to have been so serious in 1940 as in 1939, and did not appear on nursery stock until late August or early September. In South Carolina the disease is still unknown; there red cedar is not grown commonly in large-scale production and, where produced, is maintained in relatively thin stands.

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3 to 4 feet, heavy.....	\$1.00
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Answer to Inquiries

LOW HOP CLOVER

I have sent a sample of plant which I believe is of the legume family. It has a little yellow flower and it spreads somewhat like Dutch white clover. I should like to have you inform me what its name is and whether you would recommend it for lawns. Some time ago I bought some Dutch white clover. It seems the seed was not pure, and in it came the seed of the enclosed plant. It seems to stand the drought better than bluegrass or redtop and I was thinking of planting a whole lawn with that kind of legume.

A. L. S.—Wis.

Your plant is known under the common name of low hop clover, and its technical name is *Trifolium procumbens*. A native of Europe, it has been brought to America and has become widely distributed as a weed and as a naturalized plant along roadsides and in sandy and rocky situations. In favorable soil, it tends to reseed itself and, if undisturbed, to persist. It seems to be able to grow more vigorously and to overwinter more successfully southward, especially in about the latitude of the Ohio river.

It is not likely to make a good lawn clover, for the reason that it is an annual plant which has to come up every year from seeds. It is not vigorous enough in growth to compete with and crowd out the usual lawn weeds, such as dandelion and plantain. I believe, also, that it would not stand up well under mowing.

L. R. Tehon.

MUGHO PINE TIP BLIGHT.

Can you tell us what may be wrong with the Mugho pine from which we are sending you a sample branch?

About two years ago our attention was called to something wrong with a few of the Mugho pines in a mass planting. Certain branches on two of the plants failed to make any growth, and the foliage appeared dry and lifeless. The foliage did not dry up and fall off the plant entirely, but stayed on the plants for a considerable period, though it had a

sickly green color. The trouble seemed to spread rather slowly through the other plants. We cut out the affected branches and apparently stopped the trouble for that year, but it appeared again in the same plants a year ago this spring, spreading slowly until about half of the branches were infected. Early last fall the plants were so badly infected that we tore them out and replaced them with some new plants from the nursery. These new plants started off to make a satisfactory growth this spring, but now the trouble has spread to some of the branches on one of the newly set plants which was in close proximity to the infected older plants.

B. N.—Ill.

The Mugho pine sample is affected by what is known as sphaeropsis tip blight, a disease caused by a fungus quite similar to that associated with black rot of apple.

The disease seems to be quite prevalent on Mugho pine in our region in springtime, attacking especially the terminal buds, so that they make only a small growth or fail to develop properly, and later curl over and die.

We have had a small amount of success in treating this disease by the

use of a dust form of Bordeaux mixture, which can be put on dry and applied repeatedly as needed. Even this treatment is not, however, sufficient to keep the disease in check if the plants happen to be close together or planted in a situation that is shaded through some parts of the day. It is desirable, as you already have been doing, to cut off the affected tips as quickly as they appear and to remove and burn them. Even so, buds that are affected and do not develop might be left on the plants to fall to the ground later, and undoubtedly from the description in your letter this has occurred to a sufficient extent to infect the soil. Because of this, I think it would be advisable to treat the soil under the pines with Elgetol. Perhaps the best way to apply this material is to make up a one per cent water solution and spray it with a power sprayer onto the surface of the soil. The first soil treatment might be made at any time now, probably the sooner the better. And I should think that if a second treatment could be applied next spring, before next year's growth starts, it would do considerable good.

In cutting off the infected tips, it is probably best to choose a time when the trees are dry, so that the fungus spores present on the wilted parts will be spread to the least possible extent by the hands and tools of the person doing the work. If a Bordeaux mixture dust is not imme-

WRITE FOR 10-DAY TRIAL OFFER on this High Pressure **PARAGON SPRAYER**



Send prices and details as per advertisement in American Nurseryman for October 1.

TEST it for yourself. Compare results with what you have been getting from your present sprayer. Use any spray solution or cold water paint. Spray your nursery stock, whitewash your greenhouses, barns and tool sheds, inside and out. Note how easily this **Paragon** delivers powerful uniform pressure at the nozzle with little effort at the pump handle. Passes through narrowest aisles without jamming at corners. Automatic agitator prevents solution from settling. We guarantee it never to clog while in use. Ten days trial costs you nothing if not satisfied. If your dealer does not sell the **Paragon**, mail the coupon today.



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Azalea, 6 to 12 ins., clumps with bloom buds...	\$2.00	\$15.00
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3 to 6 ins., seedlings.....	.75	6.00
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3 to 6 ins., seedlings.....	.50	3.00
KALMIA LATIFOLIA, Mountain Laurel		
3 to 6 ins., seedlings.....	1.00	8.00
RHODODENDRON MAXIMUM		
3 to 6 ins., seedlings.....	1.25	10.00
TSUGA CANADENSIS, Hemlock		
3 to 6 ins., seedlings.....	.60	4.00
HALL'S HONEYSUCKLE		
12 to 18 ins., liners.....	.60	4.00
SPIREA CALLOSA ROSEA		
12 to 18 ins., seedlings.....	.75	6.00
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12 to 18 ins., liners.....	.60	4.00
CELASTRUS SCANDENS, American Bittersweet		
12 to 24 ins., liners.....	.90	8.00

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2-yr. seedlings and transplants

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Elaeagnus (Russian Olive), D. B., 15c lb.
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400 Pfitzer's Juniper, 36 to 48 ins.
500 Boxwood, Sempervirens, 15 to 20 ins.
1000 Boxwood, Arboreascens, 18 to 25 ins.
100 Abelia, very nice, bunchy, 3 to 5 ft.
100 Euonymus, trimmed, 2 to 3 ft.
50 Elaeagnus, good color, nice odor, 5 to 6 ft.
200 Chinese Elms, 12 to 15 and 15 to 20 ins.
100 Nandina, lots of berries, 2 to 3 ft.
100 Pyramidal Arbor-vitae, 3 to 4 ft.

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	Per 100	Per 1000
Azalea Caledulaceae, 12 to 18 ins., l.o.....		
Azalea Caledulaceae, 18 to 24 ins., clumps.....	\$2.00	\$15.00
Red Cedar, 4 to 6 ins., seedlings.....		
Red Cedar, 6 to 12 ins., seedlings.....	3.00	30.00
Red Cedar, 12 to 18 ins., seedlings.....	8.00	80.00
Tsuga Canadensis, 3 to 4 ins., sdigs.....		
Tsuga Canadensis, 6 to 8 ins., sdigs.....	7.00	70.00
Tsuga Canadensis, 9 to 12 ins., sdigs.....	10.00	100.00
Kalmia Latifolia, 4 to 6 ins., sdigs.....		
Kalmia Latifolia, 6 to 12 ins., sdigs.....	8.00	80.00
Hall's Jap. Honeysuckle, well br., nursery-grown.....		
Hall's Jap. Honeysuckle, lining-out.....	5.00	50.00
Holly, American, 3 to 6 ins., sdigs.....	3.50	35.00
Holly, American, 6 to 9 ins., sdigs.....	6.00	60.00

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CUTLER & VENNARD NURSERY

Box 394-A Sioux City, Ia.

diately available, it would be permissible to use a 2-2-50 Bordeaux mixture for an immediate spray, putting in about one-quarter pound of soybean flour to fifty gallons of the spray to serve as a sticker. When ordinary commercial Bordeaux mixture, prepared dry, is available, it could be put on with a duster, but care ought to be taken that it is not put on heavily, lest some burning result from its use. If they are available, Cuprocide 54, AO, SprayCop or Bordow are preferable and can be used rather safely as dry dusts. L. R. Tehon.

OBITUARY.

W. T. Fain.

W. T. Fain, operator of the Bethany Nursery, at Bethany, Okla., for twenty-two years, died September 11 at the age of 84.

William Tillman Fain was born in Fannon county, Georgia, April 16, 1857. He moved to Leadhill, Ark., and lived there for several years, and in 1889 homesteaded land at Cleveland, Okla. He served one term as county treasurer of Pawnee county. Twenty years later he moved to Marlow, and in 1919 moved to Bethany, reestablishing his nursery there. Mr. Fain was active in church and civic affairs and assisted in establishing the Peniel College at Bethany. He served in the city council for a number of years.

Mr. Fain was an active member of the Oklahoma State Nurserymen's Association from its organization and in 1931 was its president.

Survivors include his widow, five sons, four daughters, nineteen grandchildren and five great-grandchildren.

J. A. Maddox.

Frank G. Starr.

Frank G. Starr, manager of the Utah Nursery & Seed Co., Salt Lake City, Utah, died August 31 of a heart ailment at the age of 64. Born at Indianapolis, Ind., he was a veteran of the Spanish-American war and was decorated with the congressional medal for valor in the Philippines. Surviving are his widow, a daughter and a sister.

Mrs. Thomas H. Dodd.

Mrs. Bessie F. Dodd, wife of Thomas H. Dodd, Semmes, Ala., recently elected president of the Southern Nurserymen's Association, died

[Concluded on page 30.]

HOBBS

We offer in Carload Lots:

APPLE, 1 and 3-year
CHERRY, 1 and 2-year
PEACH, Leading Varieties
ELM, American, 8 to 10 ft. up to 3-in.
ELM, Moline, 3-in. up to 5-in.
ELM, Vase, 3-in. up to 5-in.
MAPLE, Norway, 8 to 10 ft. up to 5-in.
WILLOW, Thurlow, 8 to 10 ft. up to 3 1/2-in.
Large stock of Evergreens up to 5 to 6 ft.
Juniper, Pfitzer's, 1200 3 to 5 ft.

Shrubs, Peonies, Roses, etc.

C. M. Hobbs & Sons, Inc.

Bridgeport, Indiana

Oldest and Largest Nursery in Indiana

Established 1875

HARDY FRUITS

Beacon and Haralson Apple
Latham, Chief and
Newburgh Raspberry
MacDonald Rhubarb
Red Lake Currant
Manchurian Apricots
Paradise Asparagus
American Plum Seedlings
Caragana Pygmaea, L.O.S.

ANDREWS NURSERY

FARIBAULT

MINN.

HARDY SMALL FRUITS

Raspberries, Blackberries, Dewberries
Grapes, all varieties

Fall or Spring Delivery

CUTLER & DOWNING CO.

Benton Harbor, Mich.

Wholesale Growers of

Grapevines, Currants, Gooseberries,
Blackberries and Raspberries

Let us quote on your requirements

FOSTER NURSERY COMPANY, INC.

69 Orchard St.

Fredonia, N. Y.

SMALL FRUIT PLANTS

Evergreens—Shrubs

Lining-out Stock

Send for Complete Trade List

W. N. SCARFF'S SONS

New Carlisle, O.

Napoleon, Schmidt, Windsor, Lambert, Sweet
Cherry on Mazzard Stocks, 2-year.

Apples, Pears, Pearman Gooseberry, Red Lake
Red Currant, 2-year and larger.

Lilacs on own roots, 4 feet and up, transplanted.
Arbor-vitae, American and Oriental, 5 to 9 ft.
General list.

SAMUEL FRASER NURSERY

Geneseo, N. Y.

EVERGREEN GARDEN NURSERY

McMinnville, Tenn.

AZALEA CALEDULACEA. Per 100 Per 1000
Flame Azalea, 18 to 24 ins.,
heavy clumps, 6 canes or more..... \$3.00 \$30.00

AZALEA, mixed Colors
18 to 24 ins., heavy clumps,
6 canes or more..... 8.00 80.00
Write for prices on carload lots of Azalea in sizes
from 4 inches to 4 feet.

LOS ANGELES FAIR SHOW.

Nurserymen's exhibits were a feature of the Los Angeles county fair, at Pomona, Cal., last month. Landscaping of the fairgrounds was noteworthy.

Richards Nursery, Pomona, landscaped a plot which was the setting for a miniature Santa Fe railroad setup, traversing the Indian pueblo country, reconstructed in detail.

Whittington & Greer Nursery, Pomona, took first award for the most complete and artistic display of ornamental shrubs and potted plants.

Gilliland Gardens, Upland, took second place in this class for a fine display which used a lath house background, toward which a pathway led through a well planned garden.

John Zillman, Chino, placed third with an outdoor landscape scenic background, against which he had plantings of deciduous fruit trees, espalier style.

Armstrong Nurseries, Ontario, took first award for the most complete and artistic display of cut flowers, potted plants and ornamental shrubs, with cut flowers and shrubs approximating seventy-five per cent. A cabin with a rail fence was the background theme, and many fine cut roses were in window boxes, with mirrors to reflect the roses.

During the period of the fair, Armstrong Nurseries conducted a rose-naming contest for a new fragrant pink seedling rose, a cross between President Hoover and Angele Pernet, for which \$100 was offered.

Milliken Nurseries, Claremont, took second place with a fern and rockery arrangement, interspersed with specimens of begonias and gloxinias.

For the competition in exhibits combining utility and novelty in outdoor living room, garden or landscaping units, using ornamental shrubs and potted plants for effect, Anthony Bros., Santa Ana, won first place with the plantings done by the Del Amo Nurseries, Compton.

Clark B. Lutschg, Fullerton, took second award for a redwood-inclosed corner barbecue arrangement, open on one side and informally planted with an olive tree, cypress hedge, Dichondra repens lawn, red-berried pyracantha and dwarf zinnias.

A modernistic outdoor living room, on a raftlike flagstone setting, took

COMPARE OUR PRICES

	10	100
Abies, Koster's Blue, grafts, 24 to 30 ins.	\$20.00	\$190.00
Abies, Koster's Blue, grafts, 30 to 36 ins.	30.00	275.00
Abies, Colorado, seedlings, 3 times transplanted, 18 to 24 ins.	5.00	45.00
Abies, Colorado select blue, 3 times transplanted, 18 to 24 ins.	7.50	70.00
Ampelopsis quinquefolia, field-grown, 3-yr.	1.50	14.00
Berberis dulcis, evergreen barberry, 18 to 20 ins., 15-in. spread	5.00	45.00
Cotoneaster bullata, new, best of all uprights, bare root, 24 to 30 ins.	3.50	30.00
Cephalotaxus Fortunei, long-needled Yew, 18 to 24 ins.	5.00	45.00
Daphne Mezereum, bushy plants, 24 to 30 ins.	6.50	60.00
Euonymus radicans, evergreen vine (good ground cover), 3-yr.	3.00	25.00
Golden Privet, bushy, once sheared, 3 to 4 ft.	6.50	60.00
Hydrangea Ann Pasquar, red, 15 to 18 ins.	6.50	60.00
Hydrangea Hortensis, best blue strain, 18 to 20 ins.	6.00	55.00
Juniperus Sabina, well branched, 24 to 30 ins., 15-in. spread	8.50	80.00
Hedera conglomerata, field-grown, 3-yr.	1.50	14.00
Symphoricarpos racemosus, extra-select, 2 to 3 ft.	3.50	30.00

BONNELL NURSERIES

R. 11, Box 127,

Seattle, Wash.

Nurseries located at Bryn Mawr, Wash.

MAHONIA AQUIFOLIUM

(Oregon-Washington Hollygrape)

Glossy broad-leaved evergreen foliage, large panicles of yellow flowers followed by large clusters of blue berries. Hardy anywhere in the United States.

	Per 1000
1-yr., seedlings, 3 to 9 ins., row	run \$20.00
2-yr., seedlings, 9 to 15 ins., row	run 30.00

ALSO BUSHY SPECIMEN PLANTS.

PRICES QUOTED ON REQUEST.

We specialize in growing Mahonia. Shipments made to any point in the United States with no packing charge. Wholesale price list of general nursery stock sent on request.

Mount Vernon Nursery, Mount Vernon, Wash.

BIRCH, Cut-Leaf Weeping
Schwedleri, Norway MAPLE

in carload lots. — Price list on request.

MOTZ BROS. NURSERIES
Box 42, Orenco, Ore.

California Field-grown

ROSEBUSHES

Dependable

Howard Rose Co.

HEMET, CALIFORNIA



third award for Hendrik Van Keppel and Joseph Copp, Jr., Beverly Hills.

Kenneth Krieh received a special award for his elaborate stone construction for barbecue oven and living room.

Martin Randig's pool, which took first place for the best collection of lilies and other aquatic plants, artistically displayed, was colorful. F. R. Hills planted the border to a fine collection of ferns.

California Roses, Inc., Puente, won the award for the best display of outdoor-grown roses occupying not less than 100 square feet.

A garden workshop exhibit by the Milliken Nurseries was a lath house, attractively planted as a garden unit and containing all the necessary tools, etc., with which to work.



SHERWOOD NURSERY CO.

EVERGREENS - Propagators & Growers
141 S. E. 65th Avenue PORTLAND, ORE.

Large quantities of lining-out stock in evergreens for fall 1941 and spring 1942 delivery. Write early for quotations. Remember there is no packing charge, and we pay shipping costs on lining-out stock to any point in the United States. 25% of the purchase price reserves stock for future delivery on any order.

Wholesale Only

CONIFERS?

97 acres of them, a complete assortment, well cared for, young shrubs, the best to be had.

Write for Catalogue.

Mountain View Floral Nurseries

Troutdale, Oregon

Leading Growers Since 1900

Headquarters for . . .

Fruit and Shade trees with vigorous roots and sturdy stems.
Flowering trees. Weeping trees.
Shrubs, Roses, Small fruits.

Catalogue on request

RICH & SONS NURSERY

Route 4

Hillsboro, Oregon

APPLE SEEDLINGS
CHINESE ELM SEEDLINGS
1 and 2-year.

Washington Nurseries

Toppenish, Wash.

In the rose show, sponsored by the Pacific Rose Society, the chief winners were the Armstrong Nurseries, California Roses, Inc., and Port Stockton Nurseries, in the classes for commercial growers.

MEET AT LOS ANGELES.

The Southern California Horticultural Institute's monthly meeting was held September 18 at the Mayfair hotel, Los Angeles. Hugh Evans presided. Lloyd C. Cosper, orchid grower, discussed new methods of propagation for epiphytic orchids.

Announcement was made of the excellent progress being made in plans for the annual lawn renovation promotion, under the newly elected chairman, Byron Reynolds.

A renewed interest in the plant forum for the season was shown. William Evans presented a fine specimen of *Aechmea fasciata* and a rare shrub, *Dyschoriste Thunbergiflora*, a newcomer from South Africa.

SAN MATEO SHOW.

In the flower show of the annual San Mateo county fiesta, at San Mateo, Cal., September 18 to 21, first prize for a formal garden featuring a fountain was won by the West Coast Nursery Co., Palo Alto. First for a section of garden featuring an outdoor grill went to the Golden Gate Nursery, San Francisco, and second prize to the Leonard Coates Nurseries, San Jose. For a garden of the Spanish-type patio the Christiansen Nursery Co., San Francisco, was first.

WASHINGTON NOTES.

Howard E. Andrews, Seattle, has been appointed a state nursery inspector.

Dr. John H. Hanley, director of the University of Washington arboretum, Seattle, will address the members of the Washington State Nurserymen's Association at its regular meeting on recent new plant introductions.

Nurserymen have noticed a definite increase in inquiries for plant material for the Easter season. The shortage of lily bulbs is causing florists to seek other forcing items.

Cool September weather in the Yakima valley has been conducive

PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE

Avery H. Steinmetz

PORTLAND, OREGON

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES

Our new Fall Catalogue just off the press.

Ask for it if interested.

Also a limited number of Wall Charts in Color (showing 30 different items that we offer) available at no cost.

Write us Today.

Write for our Catalog

A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

GOOD WESTERN-GROWN NURSERY STOCK

Fruit Tree Seedlings
Flowering Ornamental Trees
Shade Trees
Roses

Grown right and packed right.

Combination carloads to Eastern distributing points will save you on freight.

OREGON'S BEST SOURCE OF GOOD ROSES is

PETERSON & DERING, INC.

Wholesale Rose Growers

Scappoose, Oregon

1941-42 List Now Ready and Will Be Sent on Request.

ESPALIER FRUIT TREES

Oregon Field-grown

Large assortment of fine imported and domestic varieties of fruit trees.

Complete line of quality stock.

Ask for illustrated folder and wholesale price list.

UNITED STATES ESPALIER
NURSERY CO., Inc.

0304 S. W. Vermont St.
Portland, Oregon

MILTON NURSERY CO.

A. Miller & Sons, Incorporators

MILTON—Since 1878—OREGON

GENERAL NURSERY STOCK

Specializing in

Birches — Chinese Elms — Japanese and Weeping Cherries—Crab Apples—Hawthorns — Lilacs — Mountain Ash — Norway and Schwedler Maples — Flowering Plums.

Shade and Fruit Tree Seedlings

Send us your Want List. Our catalogue sent on request.

Combination carloads available to Eastern distributing points at minimum freight cost.

A Complete Line of OREGON-GROWN NURSERY STOCK

With the memory of last year's shortages still fresh in mind, and the probability that stock will be more in demand next year, protect your business by ordering now for delivery next season.

Maples — Birch — Hawthorn — Chinese Elm — Bechtel's Crab — Flowering Cherry — Weeping Cherry — Weeping European Aspen — Laburnum Vossii — Laburnum Adami.

DOTY & DOERNER, INC.

6691 S. W. Capitol Highway
Portland, Oregon

ORENCO NURSERY CO.

Oreano, Oregon
WHOLESALE GROWERS

Fruit, Shade, Flowering Ornamental Trees, Fruit-tree Seedlings, Roses, Etc.
Very complete line of quality stock
Catalogue sent on request.

to proper maturing of fruit tree seedlings. Budding of pears, apples and cherries in this locality is now finished.

A state-wide planting of rhododendrons, Washington state's flower, will be observed November 15, with principal ceremonies on the University of Washington campus. The Olympians, Inc., and representatives of business, garden and improvement clubs will have charge of the planting. Four large beds have been set aside on Memorial way for the display of the state flower. Other localities throughout the state will have official plantings.

W. L. Fulmer.

OBITUARY.

[Concluded from page 27.]

September 23, after a long illness. She leaves eight sons and one daughter, besides her husband, to mourn her loss.

Marc L. Germain.

Marc L. Germain, former president of the Germain Seed & Plant Co., Los Angeles, Cal., founded by his father, died September 22, at his home, aged 59. Mr. Germain, who was born in Los Angeles, sold his interest in the nursery firm in 1922 to devote his time to the practice of law and to the management of the family estate.

Mr. Germain, who received his education in Los Angeles, France and Switzerland, obtained his law degree at Yale in 1904. He leaves a widow and two sisters.

THREE complete landscape plantings were entered in the flower show of the annual western Washington fair, at Puyallup, September 21, by the Miethke Nursery & Floral Shop and Howard Edris, both of Tacoma, and the Bonnell Nurseries, Seattle.

RECENTLY opened at 965 Foot-hill boulevard, San Leandro, Cal., was the Oakland-San Leandro Nursery Co., a business moved from Oakland, where it was known as the Oakland Plant & Pottery Co. Occupying a frontage of 240 feet, the nursery has a brick retail store, a greenhouse, large lath houses and a rock garden. The proprietors are C. D. Medina and R. E. Crawford, and the manager is M. F. Crawford.

CLASSIFIED ADS

20 cents per line,
each insertion

Let these little liners move
your stock easily and cheaply.

Peonies: Tree and Herbaceous, best varieties. Oberlin Peony Gardens, Sinking Spring, Pa.

Peonies, cut flower varieties. Send for list. Littleford Nurseries, Downers Grove, Ill.
120 acre nursery. Est. 45 yrs. 35,000 mailing list. LaFrance Fruit & Plant Farm, Holton, Kan.

Hemlock transplants, strong rooted. Write for prices. Twin Cedar Nursery, Williamsburg, Mass.

Spreading yew, rooted cuttings, \$4.00 per 100. Luther P. Crenay Nurseries, Catawissa, Pa.

Specimen White, Norway and Colorado Blue Spruces. No boxing. Truck only. The Evergreen Nurseries, Lowell, Ind.

Auten Peonies. List ready, 304 kinds. You should have some of the Auten varieties. They lend. Edw. Auten, Jr., Princeville, Ill.

CEDAR SHINGLE TOW.

Baled, in carlots, F. O. B. Virginia Mill, \$7.00 per ton. WAYNESBORO NURSERIES, INC., Waynesboro, Va.

REDUCED PRICES ON
Pfitzer Juniper, 5 ft.; Excelsa Stricta, 3 to 4 ft.; Cherry Laurel, 4 ft.
CLEVELAND NURSERY CO., CLEVELAND, MISS.
R. H. Mohlenhoff, Proprietor.

1941 CROP RED CEDAR SEEDS.
Berries or Clean Seeds.
WINNEBIEK SEEDS,
2010 Loomis St.,
La Crosse, Wis.

Koster's Blue Spruce.
About thirty 5 to 8-ft. specimens at very attractive price if you come with your own truck. EVERGREEN GARDEN'S NURSERY, Route 83, between Phoenixville and Spring City, Pa. Waldo Miller, Owner, Phone 6945.

BLUEBERRY PLANTS.
3-yr.-old. Varieties: Rubel, Harding, Pioneer, Adams. Average No. 1 grade. Close-out price, \$250.00 per 1000. Also some 2-yr.-old, \$150.00 per 1000. Liberal discount to nurseries.
DELBERT TEN DYKE,
Grand Junction, Mich.

1500 VIRBURNUM PRUNIFOLIA.
2 to 3 ft., \$25.00; 3 to 4 ft., \$35.00 per 100. Ribes alpinum, 24 to 30 ins., \$35.00. European Mountain Ash, 6 to 8 ft., 75c; 8 to 10 ft., \$1.00. All nice, well grown stock.
Cash with order or references.
ESCHRICH'S NURSERY,
Sta. F. Milwaukee, Wis.

PERKINS HARDY GOOSEBERRIES.
1 1/2 inches long and 1 inch wide.
Fall planting recommended.
Small rooted divisions, 25 for \$3.75.
Large divisions, bearing age, 25 for \$6.25.
Cash with order.
PERKINS BROS.,
R. 6. St. Paul, Minn.

HERE'S YOUR CHANCE to get real good quality at the right price
10,000 English Ivy (potted in 1940).
1,000 Golden Weeping Willow, 10 to 12 ft.
15,000 White Dogwood, 3 ft. up to 8 ft.
6,000 Pink Dogwood, 2 ft. up to 7 ft.
500 Double White Dogwood, 3 to 4 ft.
3,500 European White Birch, 5 to 6 ft.
This stock is offered IN TRUCKLOADS OR CARLOADS ONLY.

DEKALB NURSERIES,
Eugene Muller, Mgr.,
Closed on Sunday.

IL 202. Norristown, Pa.
100 1000
Red-leaved barberry, 1-yr., sdgs. \$2.00 \$15.00
2-yr., seedlings 2.50 20.00
Biota orientalis, 2-yr., sdgs. 1.50 10.00
Crataegus oxyacantha, 2-yr., sdgs. 3.00 25.00
Ilex opaca, 2-yr., seedlings 5.00 40.00
Crenata, 2-yr., seedlings 2.50 20.00
Picea excelsa, 3-yr., seedlings 2.00 15.00
Pinus Mugho, 3-yr., seedlings 3.00 25.00
Syringa vulgaris, 3-yr., sdgs. 3.00 25.00
Thuja occ., 5-yr., transplants 6.00 50.00
Tunga can., 2-yr., tr., 4 to 6 ins. 5.00 40.00
3-yr., trans., 6 to 9 ins. 7.00 60.00
4-yr., trans., 9 to 12 ins. 11.00 100.00
5-yr., trans., 12 to 15 ins. 16.00 150.00
Red dogwood, winter grafts 35.00 300.00
Magnolia in variety 22.50 200.00
Cryptomeria Lobbi, compact 25.00 200.00
Japanese red maples 35.00 300.00
Beech in variety 35.00 300.00
VERKADE'S NURSERIES, WAYNE, N. J.

3000 NORWAY MAPLE.
2 1/2-in. and up in caliper being offered at a bargain. Quoted on request.
WAYNESBORO NURS., WAYNESBORO, VA.

3000 Physostegia Rosy Spire, 1000 Siberian Iris, 2000 Hall's honeysuckle, phlox, Michaelmas daisy, \$6.00 per 100. 4000 Sugar Maples, Sylvan Crest Gardens, Fort Matilda, Pa.

American Arbor-vite, 10 to 14 ft., 25c per ft. in ground; digging additional. Ask for new wholesale trade list.

B. F. BARR NURSERIES, LANCASTER, PA.

PANSY PLANTS. IMPROVED SWISS GIANTS. Strong, stocky plants from a choice, selected strain, \$3.50 per 1000.

THOMAS J. FOWLER,
Stratton Road, Williamstown, Mass.

GRAFTED THOMAS BLACK WALNUT. Select Black Walnut and White Oak Seedlings.

Write for prices.
NUT TREE NURSERIES,
John W. Hershey, Owner, Downingtown, Pa.

New 1940, Rosanna Shrader Peony, \$3.50 each, prepaid. Double, huge, blend of pastel pink; tall, strong stems. Valuable cut flower. Rose Type. Mrs. Chas. Shrader, Originator, Liberty, Ind.

SPECIMEN APPLE TREES.
Grown for shade and ornamental purposes in assorted varieties. 7 to 8 ft., 1 1/4 to 1 1/2-in. caliper, \$7.50 per 10, \$65.00 per 100; 1 1/2 to 2-in. caliper, \$10.00 per 10, \$90.00 per 100. 4 to 5-in. caliper, B&B, trees quoted on request.

WAYNESBORO NURSERIES,
Waynesboro, Va.

NEW DAYLILIES.
(Hemerocallis.)
Dr. Stout's Hybrids exclusively. New colors, new types, new seasons. Get to know them and the possibilities for your trade by writing for our catalogue and trade list.

FARR NURSERY CO.,
Box N, Weiser Park, Pa.

Hardy ferns, tall, medium, dwarf and evergreen sorts, \$6.00 per 100.
Peonies, 100 choice sorts, 10c each; 20 all different, \$2.50; 2-yr. clumps, 55c.

Iris, 50 choice sorts, 5c each; 20 all different, \$1.50. Complete general stock. Send your list.

STRAND NURSERY CO.,
Taylors Falls, Minn.

"PURE KY." BLUE GRASS LAWN SEED.
Again this year we have together a fancy lot of all Kentucky Blue Grass lawn seed. This is the small blade, thick sodding type so much desired. These prices are f.o.b., subject to market change: 10 lbs., \$3.75; 25 lbs., \$5.75; 50 lbs., \$10.50; 100 lbs., \$20.00. Cash with order.

WALNUT LAWN FARM,
R. 2-N, Lexington, Ky.

3-YEAR SEEDLINGS. PER 100.
Am. Arbor-vite, 10 to 12 ins., \$2.00; Austrian, 12 to 18 ins., \$3.00; Mugho, 6 to 9 ins., \$3.50; Blue Spruce, 4 to 6 ins., \$2.25; Norway Spruce, 6 to 9 ins., \$1.50; Red Cedar, 2 to 4 ins., \$1.50.

Transplanted Mugho, 4 to 6 ins., \$7.00; Am. Arbor-vite, 10 to 12 ins., \$5.00.

WESTFIELD EVERGREEN NURSERY,
Westfield, Wis.

ROOTED CUTTINGS, TRANSPLANTED. PER 100
Juniperus pfitzeriana, 3 to 5 ins., T. \$6.00
Pfitzeriana, 5 to 7 ins., T. 7.50
Taxus cuspidata, spdg., 3 to 5 ins., T. 6.00

Cuspidata, spreading, 5 to 7 ins., T. 7.50
Cuspidata, upright, 5 to 8 ins., T. 7.50
Cuspidata brevifolia, 3 to 5 ins., T. 7.50

Cuspidata brevifolia, 5 to 8 ins., T. 10.00
Cuspidata brevifolia, 8 to 10 ins., T. 15.00
Retinispora plumosa, 5 to 8 ins., T. 7.00

Plumosa, 7 to 10 ins., T. 10.00
Plumosa aurea, 5 to 7 ins., T. 5.00
Plumosa aurea, 6 to 9 ins., T. 7.50

Plumosa aurea, 9 to 12 ins., T. 15.00
Filifera aurea, 5 to 8 ins., T. 7.50
Squarrosa Veitchii, 7 to 10 ins., T. 7.50

Squarrosa Veitchii, 10 to 12 ins., T. 15.00
Thuja occidentalis

Pyramidalis, 3 to 6 ins., T. 6.00
Pyramidalis, 6 to 9 ins., T. 7.50
Rosenthalii, 3 to 5 ins., T. 6.00

Woodwardii, 3 to 6 ins., C. 5.00
Verbenaca, 3 to 6 ins., C. 8.00
Koster's Blue Spruce, 6 to 8 ins., G. 24.00

Brouwer's Nurseries, Box 25, New London, Conn.

Ready To Quote Prices For Fall Delivery

Lilium Candidum.

Daffodil bulbs.

Muscari, Heavenly Blue.

Hemerocallis.

Peonies.

GEO. W. HUNTER, Grower
R. 4, DOWAGIAC, MICH.

North Dakota and Montana Seeds

1941 crop available soon

Pseudotsuga Douglasii (E. Mont.)
Picea Engelmannii (E. Mont.)
Pinus scopulorum (N.D. and Mont.)
Pinus flexilis (Eastern Mont.)
Pinus albicaulis (Eastern Mont.)
Pinus contorta (E. Mont. Lodgepole)
 Junipers of all kinds.
 Black Hill Spruce
Abies lasiocarpa (Alpine fir)
Pseudotsuga taxifolia glauca
 (blue Douglas fir)

Deciduous tree, shrub and wild flower seeds and crude botanicals.

E. C. MORAN Medora, N. D.

ROCKY MOUNTAIN EVERGREEN TREE SEEDS

PICEA PUNGENS, Colorado Blue Spruce.
PICEA ENGELMANNII, Engelmann's Spruce.
PICEA DOUGLASII, Douglas Fir.
ABIES CONCOLOR, Colorado Silver Fir.
PINUS PONDEROSA, Yellow Pine.
JUNIPERUS SCOPULORUM, Silver Cedar.

Prices to the Trade are now ready.

THE COLORADO SEED CO.

1515 Champa St. Denver, Colo.

LAWN GRASS SEED HIGHEST QUALITY

Bag 100 lbs.
 Velvet Lawn Mixture.....112 lbs. \$18.50
 Kentucky Bluegrass, extra.....112 lbs. 19.00
 Redtop, fancy silver seed. 100 lbs. 12.00
 American Rye Grass.....100 lbs. 8.50
 Perennial Rye Grass.....100 lbs. 16.50

A. H. HUMMERT SEED CO.

2746-48 Chouteau Ave. St. Louis, Mo.

PEACH PITS

THE Howard-Hickory Company

Hickory, N. C.

PEACH PITS

Our Pits Compare Favorably With the Best

HOGANSVILLE NURSERIES
 HOGANSVILLE, GEORGIA

Kill Most Weed Seeds and Cut Hand Weeding Costs

Larvacide

with Larvacide Fumigation of Potting and Seed

Flat Soil. It's done right in bins, deep frames and compost piles. Also controls most nematodes and fungi that cause damping-off. Write

INNIS, SPEIDEN & COMPANY 137 LIBERTY STREET NEW YORK, N. Y.

GARDEN AT COUNTY FAIR.

One of the major attractions of the flower show at the Essex county fair, Topsfield, Mass., September 3 to 7, was the green and white garden and pool arrangement which Corliss Bros., Inc., Gloucester and Ipswich, Mass., erected in one of the four corners of the building. This exhibit received a first prize and the state award.

The central feature of the scene was an unusual arrangement of the water falling into the pool. As the water appeared from an attractive background of balsam fir and cedar, it cascaded into a South Sea shell with scalloped edges, which provided several outlets for the water to fall into a larger shell of the same type. The water finally descended into a large pool of robin's-egg blue, in which a beautiful statue was the center attraction. The whiteness of the shells and statue carried out the color scheme of green and white.

The pool was beautifully set off by plantings of fragrant white day lilies, *Mia Ruys* phlox and white hybrid delphiniums. The green foliage of the hosta, and foliage plants of *pachysandra* and *Pachistima Canbyi* were used to good advantage.

The garden was entered by a few stone steps placed at a small opening in the low dry wall which formed an arc at the front of the exhibit. Between the wall and the pool was a small grass area.

A white fence covered with climbing rose vines bordered the right portion of the garden and lost itself among the evergreen background.

Corliss Bros., Inc., also displayed arrangements of perennial blooms, which scored a first prize.

ST. LOUIS GROUP ELECTS.

Officers of the Landscape and Nurserymen's Association of Greater St. Louis were elected at a meeting September 15 at the Houlihan Nursery Co., Creve Coeur, Mo., when fifty members and friends gathered in the newly constructed display garden. The officers are: President, Clarence McGovern, Webster Groves; secretary, Fred Larson, St. Louis, and treasurer, Carl Giebel, St. Louis.

Motion pictures of a trip into the South American jungle were shown by Peter French.

DREER'S AUTUMN WHOLESALE CATALOGUE

If you are not already on our mailing list, reserve your copy now. It is now on press and our customers will receive it shortly.

HENRY A. DREER
 —INC.—

Philadelphia, Pa.

WE OFFER

for immediate shipment

TENNESSEE NATURAL PEACH SEED

1941 crop, screened seeds
 7000 to 8000 per bushel.
 Samples sent free for your approval on receipt of your order.
 \$2.50 per bushel of 50 lbs.

If you haven't received our fall wholesale trade list, ask for a copy. It is now ready.

FOREST NURSERY CO., INC.

J. R. Boyd, President,
 McMinnville, Tenn.

VICTORIA RHUBARB SEED

30c per lb., in lots of 25 lbs. or more

MARY WASHINGTON AND
 PARADISE ASPARAGUS.

JUNE-BEARING AND EVER-BEARING STRAWBERRY PLANTS, by the Millions.

RHUBARB, both 1-year and 2-year grades.

WELCH NURSERY

Shenandoah, Iowa

YOU WILL NEED—PERENNIAL SEEDS

And there is a scarcity. It will pay you to get our list of strictly fresh seeds harvested on our own nursery and reasonably priced.
 THE MARTIN-PRATT SEED CO.
 Box 189N, Painesville, Ohio

We specialize in growing transplanted *Hall's Japanese Honey-suckle* and transplanted *Red Cedar*. 200,000 *Honey-suckle*; 20,000 *Red Cedar*, 18 to 24 ins.

Also other varieties ornamental and tree seedlings for lining out: *Tulip Poplar*, *Linden*, *Sugar* and *Scarlet Maple*, *Redbud*. Send a list of wants. We will be glad to figure with you.

Tree and Shrub Seeds, new crop, 1941.

Country-cured delicious hickory smoked hams, aged and properly cured.

MORTON BROS., Tarlton Nursery
 McMinnville, Tenn.

NEW PRONOUNCING DICTIONARY of Plant Names and Botanical Terms

64 pages, 3000 names, 25c per copy
 AMERICAN NURSERYMAN
 508 S. Dearborn St. Chicago, Ill.

Letters from Readers

IMPRESSED BY WYE OAK.

My dear Mr. Hemming:

I have read with much interest your article about the Wye oak. Some years ago when I was at your place you told me about this tree, and my wife and I went and saw it. I was never so impressed by a tree before in my life; in fact, I felt even more humble than your friend who tipped his hat. Both my wife and I felt in the presence of such beauty and strength that perhaps the ancient Druids of old England had a real reason for their tree worship.

I am indeed glad to know that the state has at last taken over the tree and its surroundings, and this should insure its existence for many years to come. Soon after seeing the tree I wrote your state forestry department and suggested that the state acquire the tree, but they answered that they had no money for the purpose and it looked as if there were little interest.

I also noted the other large trees in that section and, as you say, it must be fine soil for oaks. I hope that you will not get the gypsy moth down there, as it is almost fatal to oaks.

Wilfred Wheeler.

CREDIT CRISIS.

Too little regard for the true value of good credit standing is all too often demonstrated by the nurseryman, florist, jobber and landscape man.

This "don't give a darn" attitude may have been all well and good and perhaps necessary from the early to the late '30s. Unfortunately it has become a habit with many and still exists regardless of the improved industrial and economic conditions.

Every dealer in nursery stock should and must realize that the source from which he obtains his requirements has from two to ten years' investment in the materials supplied to him. With the larger wholesale grower that investment runs into an enormous cash outlay. The annual pay roll, alone, of any one of these wholesalers would stagger the combined financial ability of a dozen or more of the medium to large retailers. This fact seems to

be entirely overlooked by many of the retail purchasers after they have received their shipment. Consequently, the contract which has been entered into is disregarded and works a serious hardship on the wholesaler in carrying on his present and future plantings.

Perhaps the wholesaler himself is as much to blame for this unbusiness-like situation as is his customer. In his effort to be cordial and cooperative, he has permitted the contract to be automatically converted into an installment or "pay-as-you-please" instrument of financial strangulation and torture.

That was in the past and up to the present. How about the future? A rightabout-face is the only sane and legitimate solution.

The rapidly increased cost of operating, coupled with the unprecedented demand for practically all types of nursery stock, makes necessary that the nurseryman look to his credits and collections if he is to divorce the red ink from his ledgers.

First, he must analyze his present list of customers, old and new, and segregate them into three distinct categories, prompt, slow and unsatisfactory. Second, he must give preferred service and attention to the prompt, tighten up on the slow and eliminate the unsatisfactory. This not only applies to the wholesaler, but most emphatically holds true with the retailer, who has been lax in extending credit or careless in following up his collections, which has resulted in his being indebted to his source of supply long after the account is due.

A tightening up on the part of the wholesaler will automatically force the retailer to follow suit; otherwise he finds himself without a source of supply unless he pays cash with order, which often is inconvenient and impossible.

And someone remarks: "So what about it?" To which every nurseryman, florist, etc., can answer unto himself. He and he alone is familiar with the category in which he has placed himself with his source of supply. And he is answerable only to himself as to the category in which he will remain or place himself for the future.

It goes without saying that no nurseryman can afford to operate his own business and also act as his customer's banker. Overindulgence, overgenerosity, plus being a good fellow, has already gone beyond, yes, far beyond the propriety of good business practice. The high cost of such practice boomeranged, and the lid must be screwed down possibly to the point where it will squeeze many well intending fellow craftsmen. However, he who is squeezed has brought the pressure upon himself, and his only salvation is to do some tall hustling, honor his past-due accounts payable and reinstate himself in the good graces and credit standing of his sources of supply.

He who disregards such timely warning may find himself desperately in need of materials that may be obtainable only by "laying the cash on the boards" before delivery, when

WANT ADS

Help and Situation Wanted and For Sale advertisements.

\$2.25 per inch, each insertion.

SITUATION WANTED

College graduate, specialist in evergreen propagation, greenhouse experience. Best of references. Address No. 214, American Nurseryman, 508 S. Dearborn St., Chicago.

HELP WANTED

THREE EXPERIENCED MEN

Nurseryman, nursery propagator, landscape designer, for large Pacific northwest nursery. Good opportunity for advancement. State age, detailed qualifications. Address No. 212, American Nurseryman, 508 S. Dearborn St., Chicago.

HELP WANTED

Experienced Landscape Salesman by a large, established landscape nursery in a midwest city of 250,000. Give age, training and experience. Address No. 208, c/o American Nurseryman, 508 S. Dearborn St., Chicago.

FOR SALE

Well established nursery business in southeastern Kansas. 20 acres land with general line nursery stock, and small amount equipment. Will sell separately if desired. Priced to sell. Must devote time to other interests. Address No. 213, American Nurseryman, Chicago.

FOR SALE

Established Colorado nursery, wholesale and retail. Ten thousand dollars' worth of finished stock, equipment. Buy or lease land. A money-maker. Account of other interests, will sacrifice. Address No. 210, American Nurseryman, 508 S. Dearborn St., Chicago.

spring 1942 planting season rolls around.

Be credit wise. Every man's credit is one of his greatest and most valuable assets. This is likely to hold particularly true in future transactions. Wholesale Nurseryman.

CATALOGUES RECEIVED.

Doty & Doerner, Inc., Portland, Ore.—Wholesale price list, 44 pages and cover, 4x9 inches.

Pitzonka's Pansy Farm, Bristol, Pa.—Trade list of pansies and perennials, 28 pages 5x9 1/4 inches.

Portland Wholesale Nursery Co., Portland, Ore.—Wholesale price list, 40 pages and cover, 5 1/2 x 9 inches.

Henry Kohankie & Son, Painesville, O.—Wholesale price list, 212 pages, 4 1/2 x 7 3/4 inches.

D. Hill Nursery Co., Dundee, Ill.—Wholesale catalogue of evergreens, 30 pages and cover, 6 1/4 x 9 1/4 inches.

Imlay Co., Zanesville, O.—Mimeographed wholesale list of landscape evergreens.

Chandler Landscape & Floral Co., Kansas City, Mo.—Wholesale price list, mimeographed 35 pages and cover, 8x11 inches.

Corliss Bros., Gloucester, Mass.—Wholesale price list of perennials, 8-page circular, 4 1/4 x 9 1/2 inches.

Charles Fiore Nurseries, Prairie View, Ill.—Wholesale price list, 16 mimeographed pages.

DeWilde's Rhodo Lake Nurseries, Shiloh, N. J.—Wholesale price list, 14 mimeographed pages, 4 1/4 x 9 inches.

Storrs-Harrison, Inc., Painesville, O.—Fall wholesale list, 88 pages and cover, 4 1/4 x 8 1/4 inches.

Koster Co., Inc., Bridgeton, N. J.—Wholesale price list, 12-page circular, 3 3/4 x 9 1/2 inches.

Fairview Evergreen Nurseries, Fairview, Pa.—Wholesale list of evergreens and shrubs, 40 pages, 5 3/4 x 8 3/4 inches.

Stern's Nurseries, Geneva, N. Y.—Retail catalogue, chiefly of fruits, 20 pages and cover, 6x9 inches.

Jackson & Perkins Co., Newark, N. Y.—Retail catalogue of roses, many full-color illustrations, 24 pages, 9x12 inches; also bulletin of new shrub prices.

SESSION AT SAVANNAH, GA.

Nurserymen have been given a place in the program of the convention of the Southeastern Florists' Association, October 13 to 15, at the Hotel De Soto, Savannah, Ga.

Between the general convention sessions, the afternoon of Monday, October 13, has been set aside for three special sessions, one for flower growers, one for retail flower shop owners and one for nurserymen. Jack O. Holmes, Tampa, Fla., assisted by William H. Robertson, of the plant and tree commission of the city of Savannah, will have charge of the nurserymen's meeting.



COLBY'S PEAT MOSS, sized coarse, granulated or fine milled, after being subjected to a year-long process of curing and drying, is available for immediate or future delivery in standard slatted and wire-bound bales, paper-lined burlap bags and handy display resale packages.

Prices gladly furnished upon request.

COLBY PIONEER PEAT CO., INC.

Originators — Producers

Hanlontown, Iowa

CLOVERSET POTS

Patent No. 2073695



Now made in four sizes and two grades, comparable in soil capacity to 6-in., 7-in., 8-in. and 9-in. clay pots. Prices as low as \$18.50 per 1000.

Cheap in price (can be given away with the plant). Non-Porous (slow to dry out), produce a better plant than a clay pot, make better satisfied customers and more profit for the Florist and Nurseryman.

Send for free circulars and prices. Sample carton sent by mail for 25c.

CLOVERSET FLOWER FARM,
ERNEST HAYSLER & SON

105th & Broadway
Kansas City, Mo.

Of special interest to nurserymen, too, is a garden tour planned by William H. Robertson. This will be held Wednesday afternoon, October 15, after the close of the convention sessions.

4,500 Nurserymen

will see your Want List or your prices on Long Items if you list them in the

Classified Ads — 20c per line

**SUPPLIES
— TOOLS**



**For Tree Surgeons
Landscape Men
Nurserymen - Growers**
Send today for a free copy of the BLUE BOOK

**AMERICAN FLORIST SUPPLY
CHICAGO**

RAFFIA
A few bales left. Write for present prices.

GOODRICH RUBBER BUDDING STRIPS
Factory working solely on Defense orders. No more strips will be made this year. Small supply remains on hand. Order at once or be disappointed.

THOMAS B. MEEHAN CO.
Dresher, Pa.

**YOU SAVE
money**



With Carpenter Nursery Twines
Carpenter twines are priced so that you get the most for your money in length and strength—JUTE, SISAL, JAVA, COTTON, etc., everything in twines for the nursery. What are your needs? Send sample or description for prices. Also ask for free booklet, "Knots the Sailors Use."

Free BOOKLET

GEO. B. CARPENTER & Co.
440 N. WELLS ST. CHICAGO, ILL.

**PROTECT
TREES - SHRUBS
against Rabbits
with COPPER SOAP
RODENT REPELLENT**

Easily applied — economical — effective. Single application lasts an entire year.
Quart. \$1.00 postpaid—covers 50 trees;
Gallon, \$3.00; 5 gallons, \$12.50.

Write for detailed literature.

Castle Chemical Co.
Castle Rock, Minn.

**GROW MORE, BETTER
VEGETABLES, FLOWERS
WITH
ROTOTILLER**



Once over with ROTOTILLER prepares ground for planting. Fast rotating tines plow, disc, harrow, smooth—all in one operation. Makes 1/4 to 3 acres unexcelled deep seed bed in 8 hours. Breaks hard sod. Most efficient for cultivating; used by leading growers. Engineered to highest automotive standards for years of hard work; easy to handle; fully guaranteed. 1 to 10 h.p. \$232 up. Write for FREE 44-page catalog.

ROTOTILLER, INC., TROY, N. Y., DEPT. N

profit with ROTOTILLER

RODENT REPELLENTS.

In some sections of the country rodent injury to the bark of young trees demands attention. Mice and rabbits often cause considerable damage unless proper preventive measures are taken.

One method of protection is to wrap the trunks of the young trees with strips of burlap or building paper to a height of eighteen or twenty inches above the ground. Another is a width of quarter-inch wire screen placed around the trunk.

The Minnesota experiment station recommends for mice painting trees with a sulphonated oil made by heating linseed oil smoking hot and dissolving in it flowers of sulphur in proportions of one part sulphur to nine parts of oil, by weight. Heat the linseed oil to a temperature of about 470 degrees. Remove it outdoors while it is cooling and sift the flowers of sulphur into the hot oil, stirring constantly until all of the sulphur is dissolved. Apply when cold by painting or spraying on the trunks. If the mixture appears too thick to handle with a spray outfit, it may be thinned sufficiently with a little turpentine. Remember that linseed oil smokes and foams badly when heating.

As a rabbit repellent the Michigan agricultural experiment station recommends a mixture of linseed oil and resin, applied in late fall or early winter. Use five parts of resin to each part of linseed oil. Heat the resin slowly, and when it is thoroughly melted, add the oil and mix well. Apply to the trees while it is just warm enough to flow easily, with a paintbrush. Be sure that every inch of the tree trunk surface is covered, from the ground up to a height of two feet. Do not make this mixture too thick or apply too heavily, because it may remain on the trees for too long a period and cause damage. All that is needed is a thin coat and this will protect the trees for a year. This paint gives fair protection to apple, pear, sour cherry and plum trees, but should not be used on peach and sweet cherry trees, because considerable damage might possibly be done.

THE sales force of Storrs & Harrison, Inc., Painesville, O., has been augmented by two men, Harold Clegg and S. Eugene Kogon.

PLATE BOOKS for Nurserymen

Book A. Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 65c each.

Book B. Condensed edition, 120 items illustrated in full color. Price in small lots, 30c each.

Descriptive Nursery Catalogue

Nicely illustrated, 48 pages and cover. 15c each in small lots.

Will send sample copy of each on receipt of \$1.00. Cash with order.

Made to Order

Catalogues, Folders, etc., with illustrations in full color or one color. Thousands of engravings available. Send your specifications or samples for estimate and suggestions.

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**Domestic
PEAT MOSS**
For All
POULTRY and AGRICULTURAL
REQUIREMENTS

**TARDIF DOMESTIC
PEAT SALES CO.**
WAUKESHA, WISCONSIN

**LABELS
FOR
NURSERYMEN**

**THE
BENJAMIN CHASE
COMPANY**
DERRY, N. H.

MICHIGAN PEAT

America's Top Quality Peat for 25 years! Used by our best growers and nurserymen. Economical. Reliable. Order genuine Michigan Peat today. Only 90c per 100-lb. bag, in 20-bag lots; or \$1.25 per bag, single bag. F.O.B. plant. 100-lb. bag contains 5 bushels. Compare! Excellent in all nursery work!

American Soil Sponge Selling Corp.
267 Fifth Ave., New York—Capac, Mich.

For list of
BOOKS ON TRADE SUBJECTS
Write to
AMERICAN NURSERYMAN

Those PLANT BANDS



Showing sizes carried with bottoms: 4x4x4, 4x4x6, 6x6x6. Also carried in 6x6x4, 6x6x9 and 6x7x3—last of which is carried for retail sales with a dozen 1 3/4-inch bands.

Ideal for planting up your roses, evergreens and so forth, and have them ready for lining out. Also for taking up field-grown perennials for local sales. This will call for various sizes.

This method keeps the roots in good shape and eliminates the expense of baling and burlap, especially in the case of evergreens. Many other uses will suggest themselves to the wide-awake nurseryman at this season of the year.

Grog Ball
INC
WEST CHICAGO,
ILLINOIS, U. S. A.

"Flower Seeds for Nurserymen"
Send for Catalogue

NOTE:

Because of the use by defense industries of the material from which these bands are made, a slight price advance is necessary. In spite of this advance, a part of which we are absorbing, you will find "Those PLANT BANDS" economical to use.

SIZES, PRICES AND SHIPPING WEIGHTS

Prices given are F.O.B. our Warehouse
West Chicago

	Wt. per 1000		Wt. per 1000
1 1/4 x 1 1/4 x 2 1/4		4x4x6	
500.....\$1.40		1000.....\$3.65	
1000.....2.60	19 lbs.	1000.....7.20	82 lbs.
2x2x3		6x6x6	
500.....\$1.55		500.....\$6.05	
1000.....2.90	24 lbs.	1000.....11.90	98 lbs.
2 1/2 x 2 1/2 x 3		6x6x9	
500.....\$1.60		500.....\$9.60	
1000.....3.10	33 lbs.	1000.....18.95	250 lbs.
3x3x3		With Bottoms	
500.....\$1.95		4x4x4	
1000.....3.70	38 lbs.	500.....\$3.75	
3x3x4		1000.....7.30	72 lbs.
500.....\$2.25		4x4x6	
1000.....4.30	44 lbs.	500.....\$5.40	
4x4x3		1000.....10.65	112 lbs.
500.....\$2.10		6x6x4	
1000.....3.95	45 lbs.	500.....\$7.70	
4x4x4		1000.....15.25	160 lbs.
500.....\$2.65		6x6x6	
1000.....5.10	63 lbs.	500.....\$9.75	
3x3x6		1000.....19.30	180 lbs.
500.....\$3.15		6x6x9	
1000.....6.15	66 lbs.	500.....\$13.20	
		1000.....26.15	250 lbs.
		6x7x3	
		500.....\$5.50	
		1000.....10.80	155 lbs.

Quantity discount of 5% is allowed on orders of 25,000 made up of various sizes. If interested in larger quantities write us.

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Shipments Arriving — Low Prices

PEAT MOSS



(IMPORTED FROM SCOTLAND)

None Better
Dark Color
Soil Building

Bales about 160 lbs.

"HOLLANDIA" Burlap Squares for B&B

New material—saves time labor
in stock — all sizes

"Tropik" Hot-Bed Mats, 76"x76".

"Burla-Pot" for growing plants.

"Gibraltar" Heavy Covering Burlap.

— Write —

New Amsterdam Import & Supply Co., Inc.

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TILLAGE COMBINE
3 MODELS TO FIT
EVERY NEED

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Write for FREE Catalog!

Nursery Spades, Knives and Pruning
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96 page catalogue free—write,

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You don't put our

NURSERYMAN'S HAND TRUCK

on the pay roll yet it will easily
save you the cost of one man on
any job.

Over 600 Nursery users.

Designed to handle ball material.

Load not carried on the handles.

Practically indestructible.

Weight 60 pounds.

\$29.00

F. O. B.
Kansas City

Owen C. Wood says: "Our Hand Trucks
paid for themselves in a few weeks."

THE GARDEN SHOP, INC.

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Kansas City, Kans.

LOOK AT THESE RESULTS!

from **TRANSPLANTONE**

Reg. U. S. Pat. Off.

REPORTED BY PROMINENT GROWERS

HEMLOCKS — Forest seedlings treated with TRANSPLANTONE — losses less than 5 per cent against losses up to 80 per cent without treatment. Three years of tests — reports from dozens of users.

PIN OAK AND SWEET GUM — Several nurseries report less than 1 per cent loss of treated trees this spring against 25 per cent loss without treatment under the same conditions. Tests were made on hundreds of trees.



Pine Tree Ready for Transplanting

AZALEAS, RHODODENDRONS AND HOLLIES — "Didn't lose one azalea under severe summer conditions." "Rhododendrons showing chlorosis after planting brought back to vivid green with TRANSPLANTONE." "Hollies apparently dead regained full vigor by watering with TRANSPLANTONE."

PERENNIALS — Wayside Gardens say in their 1941 catalogue, "We find TRANSPLANTONE indispensable and use it on all difficult to transplant trees and shrubs."

TREE MOVING — Wisconsin Tree Expert Co., Wausau, recommends and uses TRANSPLANTONE for all tree moving, particularly shade trees.

ALPINE PLANTS AND WILD FLOWERS — Especially the wild orchid (*Cypripedium*) and arbutus (*Epigaea repens*) show marked stimulation to this treatment.

ROSES — Thousands of satisfied users at the New York, Philadelphia, Boston and Chicago Flower Shows reported remarkable results on their roses from regular treatments with TRANSPLANTONE.

DAY LILIES — Faster growth, less mortality reported by specialists from treatment of clumps after division.

TREE PEONIES — Seedlings show many times faster growth and better resistance to damping-off after treatment.

NURSERYMEN!

For woody cuttings, where you want a faster working powder, use ROOTONE No. 10 — a stronger concentration than regular ROOTONE. Especially suited to azaleas. Two ounce jar, \$2.00 — one pound can, \$10.00. Send your remittance to your dealer or to

★ ————— ★
Can you afford to pass up TRANSPLANTONE in your nursery practice?

One pound can, \$4.00 — makes 160 to 1600 gallons of solution for transplanting.

★ ————— ★

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Horticultural Division A-31

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